

Best Practices for Equity Research Analysts: Working efficiently to focus on key stock drivers

Course Synopsis:

Utilizing content from the best-selling book *Best Practices for Equity Research Analysts* (published by McGraw-Hill, Chinese by China Machine Press), the author James Valentine, CFA leads participants through this one-day workshop designed to help equity research analysts develop the most important key skills required for all top performers:

Working efficiently to focus on key stock drivers

The course begins with participants self-assessing how they currently use their professional time and then challenges them to utilize best practices to set aside more time for alpha-generating activities. The workshop then delves more deeply into working efficiently, by providing a framework for identifying and monitoring the 2-4 critical factors most likely to drive their stocks.



Speaker's Biodata

James J. Valentine, CFA, is founder of AnalystSolutions, providing services to equity research analysts, their managers and professional societies to improve analyst's stock picking and help them receive greater recognition for those calls. He is the author of *Best Practices for Equity Research Analysts* (McGraw-Hill), which compiles successful approaches to delivering superior research and improved stock calls. His work has been recognized by the New York Society of Security Analysts, where he was awarded the 2011 Furthering Research Award. He has helped analysts improve their performance in Asia, Europe, Middle East and North America.

Valentine has held roles at four of the world's largest financial services firms, including his most recent with Morgan Stanley, where he was the Associate Director of North American Research, as well as Global Director of Training for the firm's Research department. Among his accomplishments as an analyst, for ten consecutive years he earned top rankings within his sector by the major North American institutional investor polls. In addition, *Forbes* named him one of the top three analysts, among all 2,000 U.S. sell-side analysts. *The Wall Street Journal*, Thomson Reuters, *Institutional Investor Magazine*, and Greenwich Associates have recognized him for his stock picking, earnings forecasts and client service. He holds a Master's degree in finance and the Chartered Financial Analyst (CFA) accreditation. Valentine lives in a Connecticut suburb of New York City with his wife and three children. For more information, visit AnalystSolutions.com and James-Valentine.com

Working efficiently to focus on key stock drivers

Course Information

Part 1: *Create More Time for Value-added Research* (this workshop helps equity research analysts implement concepts explained in chapter 3 of *Best Practices for Equity Research Analysts*, although no reading is required as a prerequisite for the workshop).

After completing this program, participants will be able to:

- Apply general guidelines for assessing an appropriate amount of time to spend on activities.

Differentiate between playing offense vs. Defense as well as high and low value events to improve time management skills.

- Utilize methods to minimize disruptions and to break away from conversations and activities that are consuming too much time.
- Apply the principles for delegating, automating, and outsourcing low-valued activities.
- Develop an action plan to ensure the calendar is dominated by alpha-generating activities while reducing low-value activities.

Note: Participants are asked to bring their calendar, in paper or electronic form (this will not be shared with the class).

Part 2: *Identify and Monitor a Stock's Critical Factors* (this workshop helps equity research analysts implement concepts explained in chapter 8 of *Best Practices for Equity Research Analysts*, although no reading is required as a prerequisite for the workshop)

After completing this program, participants will be able to:

- Understand the concept of a “critical factor” among all of the data and noise found in the marketplace.
- Utilize methods to identify the critical factors that have moved a stock in the past as they are often the same factors that move the stock in the future.
- Identify emerging new critical factors through discussions with current market participants.
- Using materiality thresholds and probability, narrow down a potentially long list of *factors* to the 2-4 *critical factors* most likely to move a stock over an analyst's typical investment time horizon.
- Identify catalysts for a specific set of critical factors.

Implement a system for monitoring critical factors to identify when consensus is wrong.

Note: Participants are asked to bring a calculator (a smart phone will suffice)

COURSE DETAILS	SUBSCRIBERS' DETAILS		
时间: 2012年4月26日 DATE: 26 April 2012 地点: 上海东方路假日酒店 Venue: Holiday Inn Hotel, Dong Fang Road Shanghai 签到时间/Reg. Time : 08:30 ~ 09:00 时长/Duration: 09 : 00~17 : 00 语言/Language: 简单英文 /Simple English 培训费用/Registration Fee: 见下表 (4月15日之前优惠) 报名联系/Application Contact (王老师) 电话/Tel : +86 10 68482894 传真/Fax : +86 10 68478566 电邮/Email : Jinduoduo.org@gmail.com 手机/Mob : +86 15911155934	Name:Mr./Mrs./Ms./Dr./ _____ Membership No.:_____ Email:_____ Tel:_____ Fax:_____ Company:_____ Address:_____ _____ Postal Code: _____ Advanced reservation is required due to limited capacity For participation, please complete the fields below and fax back to Jinduoduo Please indicate membership ID to enjoy members' rate Alternatively, Reservation can be made via email Refund and Cancellation Policy: *Refunds and cancelation received on the following: *4 weeks before the workshop date: 10% Cancellation Fee *2 weeks before the workshop date: 50% Cancellation Fee *1 week before the workshop date: No Re-fund *Admission/Seats are subject to availability		
付款方式/ PAYMENT METHOD			
☐ 电汇 ☐ 支票 (限北京客户) ☐ T/T ☐ Cheque (Only for Beijing customer) 账户信息/Bank details : 公司名称/Account Name : 北京金多多教育咨询有限公司 银行名称/Name of Bank : 中国工商银行苏州桥支行 银行账号/Bank Account No : 0200 2518 0920 1015 294 银行地址/Bank Address : 北京市海淀区长春桥路5号亿城中心			
Membership type RMB	Early Bird Fees (15 April)	Standard Fees (include GST)	Remarks
CFA China	5000	5500	
Non Member	5500	6000	

注: 北京金多多教育咨询有限公司 (www.jinduoduo.org) 是James Valentine在中国授权课程代理机构, 全程负责James Valentine 在中国境内的机构内训及公开课等有关活动。