



UNIVERSITATEA „ALEXANDRU IOAN CUZA” din IAȘI

FACULTATEA de ECONOMIE ȘI ADMINISTRAREA AFACERILOR

TUTORIAL COURSE FORM

2025-2026 ACADEMIC YEAR

Name of the tutorial course (incoming Erasmus/exchange students)	Investment Banking
Name of the professor	Assoc. prof. dr. Constantin-Marius APOSTOAI
Email of the professor	marius.apostoaie@uaic.ro
Office of the professor	C804b, building C
Consultation days/hours	Weekdays (upon prior scheduling)
Semester(s) in which the tutorial course is available	1 st or 2 nd sem.
No. of ECTS credits	6
Level of study (bachelor/master/PhD)	bachelor/master
Short description/Contents	<p>The objective of this course is to provide students with a comprehensive understanding of the core functions, strategies, and operations of investment banking. By exploring the various facets of investment banking, students will gain knowledge of mergers and acquisitions (M&A), leveraged buyouts (LBO), equity and debt underwriting, and the broader investment banking activities within the financial markets. The course also aims to address contemporary trends and challenges in the investment banking industry, preparing students to analyze and engage in complex financial transactions and strategic decision-making processes (from an investment banker's perspective).</p> <p>On completion of the course, students will be able to:</p> <ul style="list-style-type: none">• Explain the methods, techniques, and tools used in investment banking activities.• Describe the various types of activities specific to the investment banking industry and how they are carried out.• Acquire general professional knowledge that enables a financial institution employee to perform tasks related to this field.• Exhibit appropriate behaviour towards clients of the firm where they are employed, particularly those engaged in investment banking activities
Assessment/Evaluation	<ol style="list-style-type: none">1. Individual case study on a given topic (practical approach)- 50%2. Individual essay on a given topic (theoretical approach) - 35%3. Four individual Q&A Sessions - Quality of arguments - 15%
Bibliography	<p>Main references:</p> <p>[1] Fleuriet, M. (2019). Investment Banking Explained. An Insider's Guide to the Industry. Ed. a 2-a. McGraw-Hill Education, New York.</p> <p>[2] Krantz, M., Johnson, R. R. (2020). Investment Banking For Dummies. Ed. a 2-a. JohnWiley & Sons, Inc., New Jersey.</p>



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	[3] Liaw, K. T. (2012). The business of investment banking. A comprehensive overview. Ed. a 3-a. JohnWiley & Sons, Inc., New Jersey. pp. 51-60.
Observations	<i>Topics:</i> The specifics of investment banking activities and types of investment banks; Financial statement analysis and the importance of valuation; Mergers and acquisitions (M&A); Leveraged buyouts (LBO); Equity underwriting and initial public offerings (IPO); Bond underwriting; Investment banking activities in the investment sphere; Trends and challenges in investment banking activities.