BE YOUR OWN BOSS

The strength of global economies is measured in large part by small businesses and the entrepreneurs who lead them. They create jobs, stimulate innovation, and provide products and services that we use every day. Small business ownership presents a unique opportunity for entrepreneurs and aspiring entrepreneurs to pursue a dream, create new forms of value, and generate personal wealth.

To make it happen, you need the right tools, knowledge, and perspective.

Babson’s Buying a Small Business Online Program can help you get them.

CREATE NEW OPPORTUNITIES

Buying a Small Business Online was specifically designed to give motivated self-starters who have an entrepreneurial spirit a clear look at what it takes to make the move to business ownership. This four-week program examines the challenges, process, and peculiarities of buying a small business, and presents it quickly and efficiently—so you can get the information you need, and then get to work.

PRACTICAL KNOWLEDGE

In a dynamic online context that stresses real-world situations, you’ll explore the intricacies of what it really takes to plan, evaluate, negotiate, and finance a small business purchase. Through lectures, case studies, discussions, and action learning, the program moves quickly through the phases of the small business acquisition process, and highlights the tactics needed to be successful.

WHAT CONSTITUTES A SMALL BUSINESS?

A small business can be defined many ways. We focus on businesses with an enterprise value of $1 Million to $5 Million.

For more information on how to buy a small business, contact:

Babson Executive Education
One Executive Education Circle
Babson Park, MA 02457
781-239-4354
exec@babson.edu
THE ONLINE FORMAT

DURATION: 4 WEEKS (10 HOURS)

Buying a Small Business Online is an interactive, four-week, Web-based program that delves deeply into the challenges, process, and peculiarities of buying a small business. This program is hands-on and practical in nature, combining lively discussions, self-paced learning, engaging activities, and weekly virtual class sessions with Senior Lecturer Kevin Mulvaney. In this way, you are able to learn at your pace and according to your unique needs, while live sessions are freed up for practice, application, and group work.

Mini-cases and deal books are used throughout the program to allow you to practice the process of buying a small business in a realistic and market-oriented way. Our online program is perfect if you are unable to travel to the Boston area, or if you simply prefer flexible learning for an extended period of time.

PROGRAM TOPICS INCLUDE:

» SELF-ANALYSIS—IS BUYING A SMALL BUSINESS RIGHT FOR ME?

» THE M&A PROCESS FOR A SMALL BUSINESS BUY

» SOURCING BUSINESS OPPORTUNITIES

» PECULIARITIES OF THE SMALL BUSINESS AND LINKS TO THE BUY

» VALUATION PROCESSES AND ALTERNATIVES

» DEAL STRUCTURE ALTERNATIVES

» SELLER OBJECTIVES AND PSYCHOLOGY

» FINANCING ALTERNATIVES

» THE INFO GAME AND LINKS TO DUE DILIGENCE

» NEGOTIATING A SMALL BUSINESS PURCHASE

» PURCHASE AND SALE AGREEMENTS

» RUNNING A SMALL BUSINESS

» PASSIVE INCOME PURCHASES

EXTEND THE LEARNING:
BUYING A SMALL BUSINESS ONLINE PREMIUM

The Premium version of Buying a Small Business Online features one hour of one-on-one consulting with Senior Lecturer Kevin Mulvaney, in addition to the online program. The consulting takes place via Web conference within three months after you participate in Buying a Small Business Online.
Kevin Mulvaney is the faculty director of the Buying a Small Business Online Program. He is a senior lecturer in entrepreneurship and teaches in the MBA program at Babson College. He also mentors students in consulting projects, and serves as an executive in residence in the Entrepreneurial Studies Program. Mulvaney has purchased and sold several businesses, so he approaches the topic from an expert practitioner perspective, rather than an academic viewpoint. Many of his students have bought companies before graduation.

Mulvaney is the president of Strategic Advisors Group, a specialty consulting firm that advises CEOs and business owners facing important strategic challenges and M&A decisions. He has served as a high-ranking executive for a variety of organizations, including McGraw-Hill and Bank of Boston.

Mulvaney has contributed to the success of many enterprises as a member of their board of directors. His experience includes manufacturing, numerous financial services firms, and many nonprofit organizations. He has served as chair of the board, led board committees, and managed strategic planning reviews.