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# Goldman Sachs Investment Banking Training Manual

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Financial Modeling and Valuation  
Investment Banking Explained, Second Edition: An Insider's Guide to the Industry  
Credit Suisse Corporate & Investment Banking  
The Goldman Sachs Group  
Careers in Investment Banking  
The Business of Investment Banking  
Barbarians at the Gate  
Why I Left Goldman Sachs  
Vault Career Guide to Investment Banking  
Vault/Seo Guide to Investment Bank Diversity Programs  
Investment Banking Explained, Chapter 14 - Mergers and Acquisitions: Getting the Deal  
Investment Banking Explained, Chapter 4 - Charting the Course  
Straight to Hell  
Discussion Materials  
Financial Modeling - Building A Fully-Integrated Financial Model  
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Investment Banking Crash Course  
Investment Banking  
Contemporary Business  
The Best Book On Goldman Sachs Investment Banking Jobs  
Investment Banking Explained: An Insider's Guide to the Industry  
Investment Banking Explained, Chapter 15 - Synergies in M&A  
Harvard Business School Career Guide  
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Introduction to Investment Banking Career  
How to Get an Investment Banking Job  
Investment Banking Explained, Chapter 3 - The Business of Investment Banks  
Investment Banking  
The Goldman Sachs Group  
Investment Banking Explained, Chapter 17 - The Business of Asset Management  
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## The Best Book On Goldman Sachs Sales And Trading Internships What Happened to Goldman Sachs

*Goldman Sachs Investment Banking  
Training Manual*

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### GRIFFITH PETERSEN

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*Financial Modeling and Valuation* McGraw Hill Professional  
Investment banking is that specific banking division which deals with creating capital for other organizations and government or other entities. It is the job of investment banks to underwrite equity security and new debt for various kinds of corporations, to facilitate acquisitions and mergers, to create a sale of bonds and securities and facilitate broker trades and reorganizations for private investors and different institutions. An investment banker helps government and companies to manage projects and thereby saving time and money of the clients. They are real experts in investment banking and so businesses move towards them for valuable advice on investments for they are aware of the investment climate. They offer advice on the basis of the current economic and market scenario. An investment banker's career progresses along the standard path. An investment banking professional occupies any of the given positions like an Analyst, an Associate, An Account Manager, a Director, and Managing Director at a given period of time. An undergraduate can apply for a Banking Analyst position for it is the lowest in the investment banking hierarchy chain. The investment banking career is so demanding that the analysts even have to work for 90-100 hours in a week.

*Investment Banking Explained, Second Edition: An Insider's Guide to the Industry Wetfeet*

Here is a chapter from *Investment Banking Explained*, which provides a clear overview of this complex industry. It covers the history, key terms, structures, and strategies of investment banking and breaks the business down into its respective specialties--from traders, brokers, and analysts to relationship managers, hedgers, and retirement planners--illustrating how each contributes to the industry as a whole. This comprehensive guide examines the operations of the world's most successful firms, as well as explains how investment banks are forging their international strategies.

*Credit Suisse Corporate & Investment Banking* John Wiley & Sons  
Enrich your career with a review of investment banking basics. One of the most lucrative fields in business, investment banking frequently perplexes even banking professionals working within its complex laws. *Investment Banking For Dummies* remedies common misconceptions with a straightforward assessment of banking fundamentals. Written by experts in stock market proceedings, this book runs parallel to an introductory course in investment banking. It clearly outlines strategies for risk management, key investment banking operations, the latest information on competition and government regulations, and relationships between leveraged buyout funds, hedge funds, and corporate and institutional clients. With this reference, you can ace investment banking courses and grasp the radical changes that have revamped the stock market since the financial crisis. Thoroughly addresses the dramatic financial changes that have occurred in recent years. Outlines expectations to prepare you for the future. Teaches the practical aspects of finance and investment banking, how to value a company, and how to construct a financial model. No serious business student or banking professional should be without the basic knowledge of issuing bonds, stocks, and other financial products outlined in this excellent resource.

The Goldman Sachs Group Hyperink Inc

Here is a chapter from *Investment Banking Explained*, which provides a clear overview of this complex industry. It covers the history, key terms, structures, and strategies of investment banking and breaks the business down into its respective specialties--from traders, brokers, and analysts to relationship managers, hedgers, and retirement planners--illustrating how each contributes to the industry as a whole. This comprehensive guide examines the operations of the world's most successful firms, as well as explains how investment banks are forging their international strategies.

**Careers in Investment Banking** WETFEET, INC.

"Why aren't you using LTM EBITDA for credit metrics?" asked the managing director who sat across from me, his widow's peak clearly visible as he inspected the sheet in front of him. His

spacious office looked out onto New York Harbor. "Bust," said the vice president, who was a slightly younger, douchier version of Widow's Peak. He slashed his red ballpoint pen across the sheet and flipped to the next page. "Walk me through the debt paydown and your interest rate assumptions," continued the VP. "Pretty dovish view. Maybe the Fed knows what they're doing after all," said Widow's Peak. He shot a glance at the VP. They shared a chuckle—at what, I couldn't tell you. This question about interest rates I knew: Dovish, I thought. Doves fly south for the winter, so dovish is downwards...low interest rates— "We're running short on time," said Widow's Peak. He flipped to the cover page of my presentation. "One final point—all pitch decks should have the same title." "Since this presentation was geared towards an LBO analysis I was thinking—" "No thinking. All decks—same title—Discussion Materials." Noted. Discussion Materials gives the reader an honest look at Wall Street from someone in the trenches. After graduating from Columbia Business School, Bill Keenan joined Deutsche Bank's investment banking division as an associate where despotic superiors (and the blinking red light of his BlackBerry) instilled low-level terror on an hourly basis. You'll join him in his cubicle on the 44th floor of 60 Wall Street as he scrambles to ensure floating bar charts are the correct shade of orange and all numbers are left-aligned, but whatever you do, don't ask him what any of it means. Leaning heavily on his fellow junior bankers and the countless outsourcing resources the bank employs, he slowly develops proficiency at the job, eventually gaining traction and respect, one deal at a time, over a two-year span, ultimately cementing his legacy in the group by attaining the unattainable: placing a dinner order on Seamless one Sunday night at work from Hwa Yuan Szechuan amounting to \$25.00 (tax and tip included), the bank's maximum allowance for meals—the perfect order.

*The Business of Investment Banking* John Wiley & Sons

This book focuses on the applications of accounting concepts towards building an integrated financial model. This book, unlike your typical textbook, will serve as a practical guide that will be helpful to you even beyond college as you commence your career in Finance. This book is divided into three parts: Part One: Answer

some frequently asked questions on financial modeling and introduce you to our common friend in this modeling exercise - Excel. The book lays out best practices in model-building, a list of key shortcuts, as well as some cool Excel tricks. Part Two: 10 Steps to building your very own financial model from a blank worksheet. Apart from presenting the mechanics through the 10 steps, the book also highlights certain Excel properties that are critical to the efficient functioning of your model. The final step highlights the relevance of key ratios and multiples in a simplistic valuation exercise. The book has an online website to help download the model template and raw data files used. Part Three: The goal of building and maintaining an integrated model for most finance professionals is to conduct multiple analyses by sensitizing the various drivers or assumptions behind the financials. In this section of the book, we will discuss the most efficient way to set up cases in Excel that will help you analyze the future performance of your company under different scenarios. WHAT ARE READERS SAYING? "A great tool for a student preparing for a career in Finance" David Haeberle, Kelley School of Business, Indiana, USA "This book will find a home on my desk as an analyst- from help in Excel to more detailed modeling components, it not only serves as a training tool, but also as a continued resource" Andrew Lauck, Investment Banking Analyst, Goldman Sachs, New York "Easy-to-follow steps that make you feel good about your modeling skills" Anish Saraf, Associate, Warburg Pincus, India "The valuation and sensitivity applications of an integrated model are very well done" Nishant Kanodia, Associate, Citigroup Investment Banking Division, London I am an NMIMS student and had bought a copy of the book which I found to be extremely useful in my current job (equity research). Thanks for writing such an informative book which gives a good start on Excel basics. :) Venkatesh Raghavan, MBA Student, NMIMS Mumbai Although I have been using Excel for close to two years now, this book really opened my eyes to the possibilities in the tool for 'real' business analysis - a lifetime gem Preeya Gupta, MBA Student, SPJain Dubai FOREWORD David Haeberle Program Co-ordinator, Investment Banking Workshop Kelley School of Business, Indiana University USA Nileshe's attempt to present a holistic view of financial modeling is an excellent addition to the tool-kit I provide my students preparing for careers in finance, specifically, investment banking. While students are

aware of the various valuation methods and financial ratios, this book does a great job at bridging the gap between theoretical concepts and their practical application in the business world. What distinguishes Nileshe's book from other financial modeling books is the simplicity in which the modeling steps have been drafted and the seamless manner in which he has weaved various accounting, finance and valuation concepts into one integrated exercise. The Summary Valuation and Building Cases exercises will certainly enhance students appreciation for the value of an integrated financial model. More importantly, the several shortcuts and tricks of the trade presented in this book will help students save time and energy when working twenty hours a day at an investment bank! I also particularly like the first part of the book which educates readers on how to best use Excel in order to improve their efficiency and accuracy. Unlike most Excel books and software programs, this book streamlines only specific Excel attributes that are critical to the model-building exercise. I highly recommend this book to all finance and accounting students as well as professionals just entering the field of finance. This book provides an invaluable skill-set for any student with investment banking ambitions. In today's competitive job market, the financial modeling skill-set presented in this book will most definitely help you stand out in your interviews and jobs. ABOUT THE AUTHOR Nileshe Parwani graduated top of his class from the Kelley School of Business at Indiana University where he majored in Finance and Business Process Management. While in college, Nileshe was an Instructor for a course in Excel and Access and also a tutor for several other courses including Calculus, Finite Math, and Economic Statistics. Post graduation, Nileshe spent close to two years as an investment banker with UBS Healthcare Group in New York where he worked on more than ten transactions including what was at its time, the biggest overseas acquisition by an Indian pharmaceutical company. From October 2005 till June 2007, Nileshe worked with the global private equity firm, Warburg Pincus, in its Mumbai office. During his tenure at Warburg Pincus, Nileshe evaluated and helped make investments across sectors such as hospitality and real estate. GOAL OF THIS BOOK The goal of this book is not to educate you on how to theoretically think about future growth or margin contraction/expansion, but to provide you with a toolbox with which you can create a framework in Excel, a framework that

provides you with all the flexibility to sensitize various business assumptions. Through this book, I hope to eradicate the myth that financial modeling is difficult and sophisticated. If you earnestly follow the steps laid out in this book to build your first integrated model, I assure you that your subsequent attempts to build models will get exponentially easier. -Author Barbarians at the Gate John Wiley & Sons This is the story of the slow evolution of Goldman Sachs—addressing why and how the firm changed from an ethical standard to a legal one as it grew to be a leading global corporation. In What Happened to Goldman Sachs, Steven G. Mandis uncovers the forces behind what he calls Goldman's "organizational drift." Drawing from his firsthand experience; sociological research; analysis of SEC, congressional, and other filings; and a wide array of interviews with former clients, detractors, and current and former partners, Mandis uncovers the pressures that forced Goldman to slowly drift away from the very principles on which its reputation was built. Mandis evaluates what made Goldman Sachs so successful in the first place, how it responded to pressures to grow, why it moved away from the values and partnership culture that sustained it for so many years, what forces accelerated this drift, and why insiders can't—or won't—recognize this crucial change. Combining insightful analysis with engaging storytelling, Mandis has written an insider's history that offers invaluable perspectives to business leaders interested in understanding and managing organizational drift in their own firms.

#### Why I Left Goldman Sachs McGraw Hill Professional

This annual Guide describes diversity programs at 50 major investment banks--diversity internship and entry-level programs or efforts; profiles of diversity team members, part-time/flex-time options, family leave policy, quantitative information regarding diversity staffing levels, and special programs or historical details.

#### **Vault Career Guide to Investment Banking** McGraw Hill Professional

Insider guidance to the modern world of investment banking today In Investment Banking Explained, Wharton professor and global financier Michel Fleuriet provides a complete overview of investment banking in its modern form; defines key terms; identifies structures, strategies, and operational aspects; and analyzes the strategy in each of the main functional areas of

an investment bank.

**Vault/Seo Guide to Investment Bank Diversity Programs**  
Post Hill Press

Here is a chapter from *Investment Banking Explained*, which provides a clear overview of this complex industry. It covers the history, key terms, structures, and strategies of investment banking and breaks the business down into its respective specialties--from traders, brokers, and analysts to relationship managers, hedgers, and retirement planners--illustrating how each contributes to the industry as a whole. This comprehensive guide examines the operations of the world's most successful firms, as well as explains how investment banks are forging their international strategies.

**Investment Banking Explained, Chapter 14 - Mergers and Acquisitions: Getting the Deal** McGraw Hill Professional

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**Investment Banking Explained, Chapter 4 - Charting the Course** Grand Central Publishing

Thanks to the firm's strong position on Wall Street, Merrill Lynch is a coveted employer. Readers of this *WetFeet Insider Guide* will learn how Merrill has responded to recent market conditions; how the firm differs from the white shoe crowd; what employees love most and like least about working there; where the firm is headed; about the recruiting process; and insiders's interview tips.

*Straight to Hell* Harper Collins

A comprehensive overview of investment banking for professionals and students The investment banking industry has changed dramatically since the 2008 financial crisis. Three of the top five investment banks in the United States have disappeared, while Goldman Sachs and Morgan Stanley have converted to commercial banking charters. This Third Edition of *The Business*

of Investment Banking explains the changes and discusses new opportunities for students and professionals seeking to advance their careers in this intensely competitive field. The recent financial regulation overhaul, including the Dodd-Frank legislation, is changing what investment banks do and how they do it, while the Volcker rule has shaken up trading desks everywhere. This new edition updates investment banking industry shifts in practices, trends, regulations, and statistics Includes new chapters on investment banking in BRIC countries, as Brazil, Russia, India, and China now account for a quarter of the global economy Explains the shift in the listing of securities away from New York to various financial centers around the world, and how major exchanges compete for the same business This new edition, reflecting the current state of the investment banking industry, arrives in time to better serve professionals wanting to advance their careers and students just beginning theirs.

**Discussion Materials** McGraw Hill Professional

The hilarious New York Times bestseller "sharply observes the lives of globe-trotting, overindulging investment bankers" (*Entertainment Weekly*). "Some chick asked me what I would do with 10 million bucks. I told her I'd wonder where the rest of my money went." —@GSElevator For three years, the notorious @GSElevator Twitter feed offered a hilarious, shamelessly voyeuristic look into the real world of international finance. Hundreds of thousands followed the account, Goldman Sachs launched an internal investigation, and when the true identity of the man behind it all was revealed, it created a national media sensation—but that's only part of the story. Where @GSElevator captured the essence of the banking elite with curated jokes and submissions overheard by readers, *Straight to Hell* adds John LeFevre's own story—an unapologetic and darkly funny account of a career as a globe-conquering investment banker spanning New York, London, and Hong Kong. *Straight to Hell* pulls back the curtain on a world that is both hated and envied, taking readers from the trading floors and roadshows to private planes and after-hours overindulgence. Full of shocking lawlessness, boyish antics, and win-at-all-costs schemes, this is the definitive take on the deviant, dysfunctional, and absolutely excessive world of finance. "Shocking and sordid—and so much fun." —Daily News (New York) "LeFevre's workplace anecdotes include tales of nastiness, sabotage, favoritism, sexism, racism, expense-account padding,

and legally questionable collusion." —The New Yorker  
*Financial Modeling - Building A Fully-Integrated Financial Model*  
Academic Press

Provides information on investment banking, covering the basics of financial markets, interviews, career paths, and job responsibilities.

**Careers in International Affairs, Ninth Edition** Open Road + Grove/Atlantic

"One of the finest, most compelling accounts of what happened to corporate America and Wall Street in the 1980's." —New York Times Book Review A #1 New York Times bestseller and arguably the best business narrative ever written, *Barbarians at the Gate* is the classic account of the fall of RJR Nabisco. An enduring masterpiece of investigative journalism by Bryan Burrough and John Helyar, it includes a new afterword by the authors that brings this remarkable story of greed and double-dealings up to date twenty years after the famed deal. The Los Angeles Times calls *Barbarians at the Gate*, "Superlative." The Chicago Tribune raves, "It's hard to imagine a better story...and it's hard to imagine a better account." And in an era of spectacular business crashes and federal bailouts, it still stands as a valuable cautionary tale that must be heeded.

*Investment Banking Crash Course* McGraw Hill Professional  
Contemporary Business, 18th Edition, is a student friendly, engaging product designed to attract students to the field of business. Boone 18e offers a comprehensive approach to the material that will cater to a wide variety of students with different learning needs. Up-to-date content is vital to any Intro to Business course and Boone 18e with its contemporary style, wealth of new examples, and hot business topics can deliver that currency.

*Investment Banking* John Wiley & Sons

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**Contemporary Business** Hyperink Inc

How Do I Land An Internship With Goldman Sachs Investment Banking If you're looking for unique, strategic, and actionable tips to successfully navigate the recruitment, application, and interview process at Goldman Sachs, then this is the eBook you need to read! Do you want to intern at one of the most competitive and professionally ranked firms in the world of global finance? Former Goldman analyst and recruiter Lisa Sun provides insider advice on how to land your investment banking internship at Goldman Sachs, and how this opportunity could turn into full-time employment. The Best Book On Goldman Sachs Investment Banking Jobs is guaranteed to help you along the application, interview, and admissions process for both an internship and career in investment banking. Now, let's get started

**The Best Book On Goldman Sachs Investment Banking Jobs** McGraw Hill Professional

An insightful and devastating account of how Wall Street lost its way from an insider who experienced the culture of Goldman

Sachs first-hand. On March 14, 2012, more than three million people read Greg Smith's bombshell Op-Ed in the New York Times titled "Why I Am Leaving Goldman Sachs." The column immediately went viral, became a worldwide trending topic on Twitter, and drew passionate responses from former Fed chairman Paul Volcker, legendary General Electric CEO Jack Welch, and New York City mayor Mike Bloomberg. Mostly, though, it hit a nerve among the general public who question the role of Wall Street in society -- and the callous "take-the-money-and-run" mentality that brought the world economy to its knees a few short years ago. Smith now picks up where his Op-Ed left off. His story begins in the summer of 2000, when an idealistic 21-year-old arrives as an intern at Goldman Sachs and learns about the firm's Business Principle #1: Our clients' interests always come first. This remains Smith's mantra as he rises from intern to analyst to sales trader, with clients controlling assets of more than a trillion dollars. From the shenanigans of his summer internship during the technology bubble to Las Vegas hot tubs and the excesses of

the real estate boom; from the career lifeline he received from an NFL Hall of Famer during the bear market to the day Warren Buffett came to save Goldman Sachs from extinction-Smith will take the reader on his personal journey through the firm, and bring us inside the world's most powerful bank. Smith describes in page-turning detail how the most storied investment bank on Wall Street went from taking iconic companies like Ford, Sears, and Microsoft public to becoming a "vampire squid" that referred to its clients as "muppets" and paid the government a record half-billion dollars to settle SEC charges. He shows the evolution of Wall Street into an industry riddled with conflicts of interest and a profit-at-all-costs mentality: a perfectly rigged game at the expense of the economy and the society at large. After conversations with nine Goldman Sachs partners over a twelve-month period proved fruitless, Smith came to believe that the only way the system would ever change was for an insider to finally speak out publicly. He walked away from his career and took matters into his own hands. This is his story.

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