FOR YOUR TEAM · DEAL ROOM

Deal Room

M&A / Investment Deals · PE, VC & Corporate Dev

Buy companies in a live market: diligence the deal of the week, bid against rival funds or negotiate with the owner, then sell what you bought.

Learning objectives

- Value a company under uncertainty and know how much your own estimate can be off.
- Bid with discipline in a competitive auction: recognize and avoid the winner's curse.
- Set a walk-away price from your BATNA before negotiating, and keep it.
- Run diligence that changes price, and see what missed problems cost after close.
- Explain returns with a value-creation bridge: price paid, operating improvement, surprises, the exit market.
- Defend investment theses in writing to an Investment Committee that remembers.

How it runs

1. **Inbox arrival**
   Every active day the class gets the same deal emails, each tagged urgent, important or info. During a deal week the diligence and valuation emails are that week's deal file.
2. **Work the deal**
   A sound diligence call uncovers a hidden problem in the week's target; a sound valuation call narrows the team's range of value. Weak or missed calls teach nothing.
3. **Bid, negotiate or walk**
   On the bid day: a sealed bid and structure against the other teams and an outside bidder, or a walk-away price, a BATNA and three offers to the owner. The week closes when the next day opens and true value is revealed.
4. **Own it**
   Holdings are marked weekly. Integration and portfolio calls move their value; problems missed in diligence come back as surprise emails.
5. **Exit**
   On the last day every holding is sold. The Final Report shows each deal's returns bridge and the fund's MOIC, IRR and DPI.
6. **Investment Committee reflection**
   Each week, once its deal has closed, each student writes a short reflection from their role: what we believed about the deal, what we found, what we'd do differently.

Pillars & scoring

VALUATION ACCURACY

Half grades on pricing calls, half how close the team's bids and walk-away prices came to each company's true value.

NEGOTIATION

Half grades on price, structure, terms and closing calls, half the share of the bargaining zone the team kept in off-market deals.

DILIGENCE RIGOR

Grades on what the team investigates and does with what it finds; what it misses costs it at the exit.

RETURNS

Half grades on integration and portfolio calls, half the fund's multiple on the capital it invested.

Key features

- **Deal of the week**
- **Sealed-bid auctions and the winner's curse**
- **Negotiation with a hidden floor**
- **Returns bridge at the exit**
- **An Investment Committee that remembers**
- **Light roles on the deal team**

Fit & format

PACING

One sim day per active day: 25 on the 5-week format (four deals), 40 on 8-week and 70 on a semester (seven deals), Mon-Fri at 3 emails a day by default. The professor can change the number of days.

COHORT SHAPE

Designed for ~15-30 students in teams of 4-5. Each team runs one fund, splits three light roles, and competes for the same deals.

BEST FOR

MBA private equity / venture capital electives, M&A and corporate development courses, negotiation and finance capstones.

WHAT SETS IT APART

Students sit on the buy side of a live market: they bid against each other for the same companies, negotiate against a hidden reservation price, own what they buy and sell it at the end, so price, diligence and discipline show up in real returns.

LMS

Canvas, Blackboard, Brightspace, Moodle via LTI 1.3. Students launch from your LMS with single sign-on; one-click grade publish posts scores back with the rubric breakdown as the comment.

PRICING

$20 / student

Founding Faculty: free in spring 2027, then $10 / student

Per semester. No platform fee, no per-section charge, no seat minimums. Institutional invoicing available.

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