



Beyond The Job Bank – Investment Banking, February 12, 2009

Find this handout online at <http://www.library.hbs.edu/services/workshops.html>.

Resources for Networking

❖ **Guide for Company, Industry, and Career Research**

See section for *Network*

<http://www.library.hbs.edu/guides/company-industry-and-career-research.html>

- How can I find out what HBS Alumni work for a given company?
- How can I find HBS alumni who work in a given industry or job function?
- Where can I find biographies of executives?
- What resources can I use for identifying and networking with company employees and other people?
- How can I find information on people in Bloomberg?

❖ **Research Guide for Financial Services and Investment Banking Industry**

See section for *Associations, Organizations and Conferences*

http://www.library.hbs.edu/guides/financial_services/associations.html

❖ **Financial Rankings and League Table Information Research Guide**

http://www.library.hbs.edu/guides/financial_rankings/

❖ **MBA Information Sessions Slides "Job Search in Finance"**

<http://www.library.hbs.edu/services/workshops.html>

❖ **Fast Answers: On Baker Library Homepage**

Answers to common requests regarding e.g. banking, league tables, bankruptcy, etc.

<http://www.library.hbs.edu/cgi-bin/faq/>

Staying up to Date

❖ **DealBook**

Excellent daily overview of trends in Investment Banking, M&A and other parts of the financial deals sector, edited by Andrew Ross Sorkin at the New York Times.

<http://dealbook.blogs.nytimes.com/category/investment-banking/>

❖ **The Deal Pipeline**

<http://www.library.hbs.edu/go/thedeal.html>

Having database access problems or need assistance with your research?

Contact a librarian in person, at 617.495.6040, or infoservices@hbs.edu to answer questions, meet one-on-one, or learn more about resources.

Capital IQ Sample Search Instructions:

<http://www.library.hbs.edu/go/capitaliq.html>

Search 1 – Find a List of Companies

Find a list of middle market or boutique investment banking firms that HBS grads are affiliated with.

1. Go to "Screening & Analytics" tab. Choose "Screening" then "Companies"
2. Under "Company Details" click "Industry Classifications" and then search for Investment Banking. Click your mouse to the left of that selection and then click on the "Add Criteria" button to the right.
3. Under "Company Details" click on "Business Descriptions" and place this phrase in the search box: "middle market" OR boutique – then click on the "Add Criteria" button.
4. Under "Education" click on "Colleges/Universities" and in the search box type: Harvard Business School, click on the "Go" button and the listing will appear under "Search Results". Click on ">>" to move this listing to the right, and then click on the "Add Criteria" button.
5. Then click on "View Results" in the lower right and your list of companies will appear.
*To add fields of information to your report, click "Add Display Columns" under Display Options.
*Under "Reporting Options" offers the ability to download entire report to Excel.

Search 2 – Find a List of Deals by Advisor

Find a list of recent deals that the middle market investment bank Evercore has advised on. [Evercore was one of the firms uncovered in Search 1.]

1. Go to "Screening & Analytics" tab. Choose "Screening" then "Transactions"
2. Under "List Management" click "Add Companies".
3. Search for advisors by name [in this case Evercore].
4. Add them to Selected Companies, then select "Advisor" from the "This criterion describes" field. Click "Add Criteria" button.
5. Under "General Transaction Details" click on "Transaction Dates" and choose "last 12 months".
6. Click "Add Criteria" button.
7. Click on "View Results" to view results.
*To add fields of information to your report, click "Add Display Columns" under Display Options.
*Under "Reporting Options" offers the ability to download entire report to Excel.

For more Capital IQ search examples, see -

<http://www.library.hbs.edu/references/privateequity/capitaliqsearch.html>

Thomson ONE Banker Sample Search Instructions

<http://www.library.hbs.edu/go/thomsonbanker.html>

- To create target list of transactions/deals: Click on "Deals Analysis" menu. Choose security type then "Advanced Search."
- To create target list of firms/companies: Click on "Screening & Targeting" menu. Choose "Companies."
- To create league tables: Click on "Deals Analysis" menu. Choose "League Tables" or "Custom League Tables."

For more Thomson ONE Banker search examples, see -

<http://www.library.hbs.edu/references/privateequity/ventureexpertsearch.html>

Where to find information relevant to the Turnaround/Restructuring area

Resources:

- Bankruptcy Law360 - <http://www.library.hbs.edu/go/banklaw.html>
- Deal Pipeline- <http://www.library.hbs.edu/go/thedeal.html> - Provides data and news coverage on all aspects of the deal pipeline including bankruptcies and business auctions.
- Turnaround Management Association (TMA) - <http://www.turnaround.org>
- Bankruptcy DataSource in LexisNexis – Provides company profiles, news and reorganization plans. To find this:
 1. Go to <http://www.library.hbs.edu/go/lexisnexis.html>, then click on "Go to database".
 2. Click on the "Business" tab at the top of the screen.
 3. Then at the left of the screen click on "Company Profiles".
 4. Then from the pull-down menu in the lower part of the screen under "Sources", check the "Bankruptcy DataSource" box and unselect any other options. Then search for the company you're interested in.
- Bankruptcy information on Bloomberg
 1. Once in the Bloomberg terminal, type BLBK <GO>
 2. This will take you to the Bankruptcy information site. From this point follow prompts to get information on recent bankruptcy news, laws and regulations. *For more on Bloomberg terminals at Baker see - <http://www.library.hbs.edu/go/bloombergprofessional.html>

Articles:

- "A Primer on Distressed Debt Investing," Mark J.P. Anson The Journal of Private Equity, Summer 2002. (Available in Institutional Investor Journals - <http://www.library.hbs.edu/go/instinvjourn.html>)
- "The Changing Landscape of the Restructuring Industry," Jeffrey R Manning, Secured Lender, Nov. 2008.
- "At Turnaround Conference, A Mix of Fear and Gloating," Jeffrey McCracken, The Wall Street Journal, Oct. 2008. (Available in Factiva - <http://www.library.hbs.edu/go/factiva.html>)

Bloomberg People Search – Type PEOP and hit GO

GRAB		EquityPEOP	
1<GO> Search, 2<GO> Find Connections, 3<GO> Search SPDL			
4) My Searches		5) Most-Viewed People	
		People Search	
Personal		Career	
Given Name	<input type="text"/>	Organization	<input type="text"/>
Family Name	<input type="text"/>	Role	<input type="text"/>
Age	<input type="text"/> - <input type="text"/>	Board/Membership	<input type="text"/>
Education	<input type="text" value="Harvard Business School"/>	City	<input type="text" value="Paris"/>
Reported Holdings	<input type="text"/>	State/Province	<input type="text"/>
		Country	<input type="text" value="France"/>

JOHN A SKOLAS		Hits today: 1	
FORMER EXEC VP/CFO/SECY/GEN COUNSEL			
2) Genaera Corp	Work: +1-610-941-4020		
5110 Campus Drive	Fax: +1-610-941-5399		
Plymouth Meeting PA 19462			
United States			
		3) Add JOHN to My SPDL	4) Additional Photos
		5) Check for Connections	6) My Blog
		7) My Launchpad	
11) News			
BRF 4/10 Briefing.com: In Play Daily			
12) Career History	13) Education		
GENAERA CORP	HARVARD BUSINESS SCHL		
14) Board/Memberships	15) Compensation: GENAERA CORP		
MM COS INC	YEAR 2007 TOTAL 451,177 (USD)		
16) Recommendations/Forecasts	17) Reported Holdings		
	GENAERA CORP 3,175 (USD)		