TEACHING GUIDE - 2026-2027

Banking insights - boost your knowledge and skills for Spring Week

UGRA_014605

Departments	Department of Economics, Finance & Accounting
Teaching Languages	English
ECTS	2
Teacher responsible	Francesco Spinoglio - francesco.spinoglio@esade.edu

Course Goals

The student attending this course will successfully acquire the following knowledge:

1. Able to understand banking system and financial markets.
2. Know the different divisions in investment banking.
3. Get a first impression on specific Investment Banking tasks by getting to know corporate transactions, private banking, asset management and hedge funds.
4. Understand the application process for spring weeks with its challenges.
5. Be able to prepare application documents.
6. Sharpen their communication and networking knowledge to increase success in applications and Spring Weeks participation.

Prerequisits

No prior knowledge of investment banking is required.

Teaching methodology

The course will be taught in a practical way, according to the methodology learn by doing. In addition, discussion and debate among students will be encouraged to foster collaborative learning. The intention is to make the course engaging and motivating for students, allowing them to acquire practical skills in the field of investment banking and financial markets.

Description

Short description

This course is a joint venture between the Finance faculty and ESADE Careers with the goal to provide an overview of what is an investment bank and its different core divisions and to prepare students in the best way for Spring Weeks.
Spring Weeks are increasingly becoming a relevant mechanism for investment

banks to do early recruiting and to pre-select high-potential candidates ahead of the formal Summer Internship process. Given how early the recruiting process starts, this course aims at providing a general overview of the industry, basic theoretical valuation concepts and recruiting tools needed to prepare for applications, interviews and spring week participation. In addition, several alumni will share their experiences in the industry.

Activities

Analytical exercises

Teamwork

Case study resolution

Presentations

Content

#	Topic
1	In this session, we will provide an overview of the different types of banking models with a focus on Investment Banks. We will explain the origins of these types of firms and their evolution thereafter. We will also explain the position in the market of the different banks today and we will comment on the different trends the industry is seeing today.
2	We will explain basic financial topics needed to understand investment banking business: corporate transactions and valuation, financial markets, private banking and hedge funds. Once the framework is provided, we will scan through the key valuation methodologies so the student is able to start grasping topics like DCF and multiple-based valuation. We will ensure the student understands which concepts might be asked in an Investment Banking interview.
3	During this session, we will first recap the specifics of Spring Week and discuss the best strategy for applications. We will then go through the different steps of a typical recruitment process. By reviewing application documents together, you will better understand what makes a good CV and Cover letter, so you can apply the best practices to your own documents. As another important part of the selection process, we will talk about tests and video interviews. Last, we will discuss what interviews may look like and how you can best prepare for cases the interviewer might ask you. This class gives you a solid foundation so you are secure to apply to spring week and prepare yourself in the best way possible.
4	During this session, you will learn what are the typical mistakes in CV and CL that may affect your application and understand how you can improve your application by leveraging the strength and working on the zones of growth. This session is conducted on the examples of the CV and CL of the participants of the course.
5	Clear and precise communication is key to making a good impression and showing who you are. During this session, you will learn different types of self-presentation and how to structure them. By writing your own Elevator Pitch you will start to reflect on how to bring across your story and your strengths. This course will also explain the importance of

#	Topic
5	networking and give you the necessary tools and strategies how to network effectively.

Assessment

Tool	Assessment tool	Category	Weight %
Learning report analysis	Class Participation	Retake and ordinary round	25.00%
Learning report analysis	Materials to be submitted: CV and CL Online Interview 3 assessment tests	Retake and ordinary round	30.00%
Learning report analysis	Final Exam	Retake and ordinary round	45.00%

PROGRAMS

BBA23-Bachelor of Business Administration (BBA) (Undergraduates: Business)

BBA23 Year 2 (Optative)

BBA23 Year 1 (Optative)

BBA25-Bachelor of Business Administration (BBA) (Undergraduates: Business)

BBA25 Year 2 (Optative)

BBA25 Year 1 (Optative)

DBAI25-Double Degree in Business Administration and Business and Artificial Intelligence (Undergraduates: Business)

DBAI25 Year 1 (Optative)

DBAI25 Year 2 (Optative)