Best Practices for Equity Research Analysts

By James Valentine, CFA, Founder of AnalystSolutions

Date: 07 June 2011
Time: 12:00pm – 2:00pm (Registration and lunch at 12:00pm, talk starts at 12:30pm)
Venue: FTSE Room, Level 9, Capital Tower, 168 Robinson Road

Synopsis

Best Practices for Equity Research Analysts is an element of James Valentine’s vision to help equity research analysts excel in their profession, specifically by providing them with practical training and career advancement tools. Organized for use as a learning tool and on-the-job reference, Best Practices covers the five primary areas of the equity research analyst’s role:

- Identifying and monitoring critical factors
- Creating and updating financial forecasts
- Deriving price targets or a range of targets
- Making stock recommendations
- Communicating stock ideas

Building upon the basic fundamentals of finance that most analysts have picked up in college, Best Practices was written specifically to help analysts perform in the real world by providing wisdom and expertise of leading professionals. By applying the book’s content to the job, analysts should be better equipped to:

- More quickly identify and develop proprietary sources of content for generating great stock ideas.
- Make better stock calls by accurately identifying the critical factors most likely to drive a stock.
- Ensure every stock call has the maximum impact by utilizing the FaVeST™ framework.
- Avoid the most common psychological mistakes made by investors.
- Ensure the stock recommendation helps build a strong reputation by utilizing the ENTER™ and CASCADE™ frameworks.
- Make the most ethically sound decisions by identifying the most common conflicts of interest and methods defuse the conflicts.

Speaker’s Biography

James J. Valentine, CFA, is the founder of AnalystSolutions, providing best practices, training and career advancement services for equity research analysts. He’s held a number of roles at four of Wall Street’s largest firms, including most recently Morgan Stanley where he was the Associate Director of North American Research as well as Director of Training for the firm’s global Research department.

He was also an established research analyst where, for 10 consecutive years, he was ranked by the major Wall Street institutional investor polls as one of the top analysts within his sector, putting him among the top 2% of analysts during that decade. In 2006, Forbes named him one of the top three Wall Street analysts among all 2,000 U.S. sell-side analysts that year. He has been recognized for his stock picking, earnings forecasts and client service from the Wall Street Journal, Thomson Reuters, Institutional Investor Magazine, and Greenwich Associates.

He holds a Masters degree in finance and the Chartered Financial Analyst (CFA) designation. He lives in a Connecticut suburb of New York City with his wife and three children.

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