



## 2021-2022

**Name of the Department/Society:** Cases over Coffee

**Name of the Event 2:** COC Industry Insights Workshop

**Date of the Event:** 21<sup>st</sup> September 2021

Cases Over Coffee, Hansraj, in its pursuit to further the knowledge and grasp of the students of Delhi University in the field of consultancy, conducted a highly illuminating workshop, encompassing the major facets of case interviews, consulting sector and industry overview called COC Industry Insights Workshop. The workshop included a three-day session conducted by the COC heads;

- 1st day: Merger & Acquisitions, covering topics related to Deal Structure, Consideration: Cash versus Equity, Working Capital Adjustments, Escrows and Earn-Outs, Representations and Warranties, Target Indemnification, Joint and Several Liability, Closing Conditions
- 2nd day: Industry overview, covering Ecommerce, Delivery Services, Healthcare Tech, Artificial Intelligence (AI), Virtual Reality (VR), Educational Technology (Edtech).
- 3rd day: covered growth strategy

The sessions saw a footfall of 50+ students and active participation during every session and hence proved to be a second to none opportunity for the students to hone their skills and enhance their viewpoint towards consulting.