

Investment Courses at the Wharton School

*In partnership with the
International Foundation of Employee Benefit Plans*

2012 Course Offerings

**Portfolio Concepts and
Management**
May 21-24, 2012
Philadelphia, Pennsylvania

**Hedge Funds, Real Estate and
Other Alternative Investments**
July 16-18, 2012
San Francisco, California



An **incomparable** learning experience
providing the **knowledge** you need
for **effective** portfolio oversight

Wharton Courses 2012



The Wharton investment courses provide investment management education for those with differing educational needs and levels of experience. These courses can build your skills in portfolio oversight and give you the tools you need to make informed investment decisions.

Who Should Attend

The Wharton investment courses are designed to meet the needs of multiemployer and public plan trustees, administrators and staff, human resources and benefits professionals, corporate officers and executives, finance personnel, investment professionals and fiduciaries who represent both defined benefit and defined contribution plans. Representatives of funds from various types, sizes and geographic areas, including Canada, will benefit from the courses.

The courses are independent units that may be completed in any sequence, although we strongly encourage individuals with little investment course experience to complete the Portfolio Concepts and Management course as a foundation prior to attending the Advanced Investments Management (typically offered every other year) or specialized courses.

Why You Should Attend

To learn the basic tools and concepts needed for effective portfolio oversight, and to continue to refine and heighten your knowledge with the advanced and specialized courses in investments management offered by the Wharton School and the International Foundation.



About the International Foundation

The International Foundation takes great pride in its longstanding relationship with the Wharton School of the University of Pennsylvania. Spanning 30 years, this alliance has resulted in high-quality investment courses as well as the Certified Employee Benefit Specialist® (CEBS®) Program.

The International Foundation of Employee Benefit Plans is the largest educational association serving benefit plan advisors. For over 50 years, the International Foundation has served as the premier source of benefits education and information, providing objective, accurate and timely information.

Services include in-person training, distance learning and publications covering a broad range of topics. Programs are available for all levels, from basic concepts to advanced strategies. The Foundation also sponsors the CEBS designation program with the Wharton School of the University of Pennsylvania.

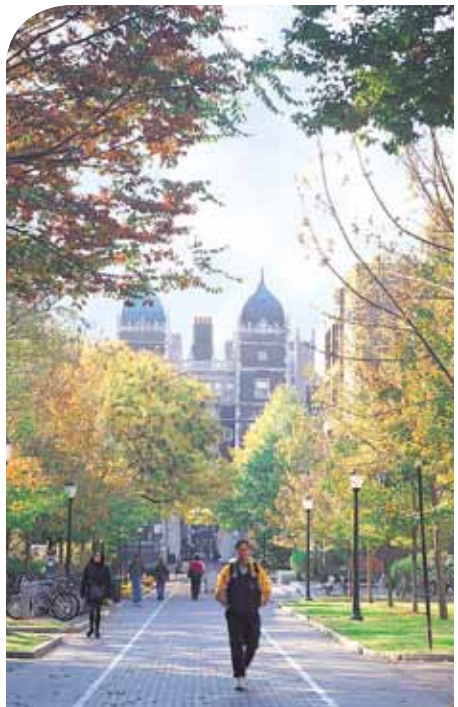
The International Foundation offers a membership with free services like personalized research, online peer networking, publications and daily industry news delivery. In addition, members receive discounts on educational programs, e-learning, surveys and books.

Learn more about how the International Foundation can help you—Visit www.ifebp.org or call (888) 334-3327, option 1, to request information by mail.

International Foundation Mission Statement

The International Foundation of Employee Benefit Plans is a nonprofit organization dedicated to being a leading objective and independent global source of employee benefits, compensation and financial literacy education and information.

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Portfolio Concepts and Management

May 21-24, 2012

The Wharton School | University of Pennsylvania | Philadelphia, Pennsylvania

Portfolio Concepts and Management is a 3½-day course that offers lecture/discussion sessions, problem-solving exercises and small group breakout sessions. Portfolio Concepts and Management is offered every year at the Wharton School Philadelphia campus.

Course Objective

This course lays the groundwork for the **core** principles of portfolio theory and investment performance measurement, offering the practical tools and experiences needed to make sound investment management decisions. It is intended for those who have little experience with investment-related course work.

Course Outline

MONDAY, MAY 21

7:15-8:15 a.m.

Breakfast

Provided at the Conference Center

7:45-8:15 a.m.

Registration

8:30-11:45 a.m.

Macroeconomic Issues and Financial Markets

- What are the goals of economic policy?
- How does monetary policy work?
- What moves interest rates?
- How does expected inflation affect asset prices?
- What determines exchange rates?

12:00 noon-1:00 p.m.

Lunch

Provided at the Conference Center

MONDAY, MAY 21 (CONT.)

1:00-4:15 p.m.

Overview of Financial Assets

- The difference between a bond and a stock
- How bonds and stocks are evaluated
 - Bonds
 - Discounted value of coupons
 - What happens to bonds when interest rates change?
 - Call features
 - Rating services
 - Stocks
 - Different types of indexes
 - Different definitions of *earnings*
 - Illustrations of actual examples
 - Management styles

5:30-6:30 p.m.

Welcome Reception (optional)

Sheraton University City Hotel

Portfolio Concepts and Management

TUESDAY, MAY 22

7:30-8:30 a.m.

Breakfast

Provided at the Conference Center

8:30-11:45 a.m.

Fundamentals of Valuation

- How does an analyst determine the price of stock?
- What determines the volatility of a bond?
- Mechanics of compounding and discounting
- Valuation of annuities

12:00 noon-1:00 p.m.

Lunch

Provided at the Conference Center

1:00-4:15 p.m.

Fundamentals of Portfolio Theory

- Time-weighted and value-weighted rates of return
- Principles of diversification
- The concept of efficiency
 - How to construct well-diversified portfolios
 - How to build portfolios for a targeted risk level

4:15 p.m.

Group Work

Dinner on Your Own

WEDNESDAY, MAY 23

7:30-8:30 a.m.

Breakfast

Provided at the Conference Center

8:30-11:45 a.m.

Performance Evaluation

- Elements of manager monitoring
- Appropriate times for evaluation
- Factors behind the numbers
- Role of investment style
 - What do the numbers in a performance evaluation report mean?
 - Using your performance measurement tools (practical framework)
 - Impact of investment policy

12:00 noon-1:00 p.m.

Lunch

Provided at the Conference Center

1:00-4:15 p.m.

The Current Markets

- Unraveling investment services and fees
- What is the role of the consultant?
- Role of soft dollars in the investment process

4:15 p.m.

Group Work

Dinner on Your Own

THURSDAY, MAY 24

7:30-8:30 a.m.

Breakfast

Provided at the Conference Center

8:30-11:00 a.m.

Group Work Presentations and Wrap-Up

11:15 a.m.-12:00 noon

Examination

Required to Earn a Certificate

Hedge Funds, Real Estate and Other Alternative Investments

July 16-18, 2012 | Wharton *San Francisco* | San Francisco, California

This course is designed to build on participants' existing knowledge base and experience with alternative investments, particularly hedge funds and real estate.

Course Objective

The curriculum provides practical education to help you determine the fine distinctions in the arena of alternative investments, including

- How much to allocate to alternative investments and which investment vehicles to choose
- How to assess the performance history and correlation of alternative investments within the overall portfolio
- The advantages/disadvantages of funds-of-funds investing
- Portable alpha and how it is used by institutional investors
- The value commodities bring to a portfolio
- The differences among various real estate private equity investment strategies
- How to perform a risk-and-return analysis of debt real estate investments
- Some of the best practices of hedge fund and real estate investing in an institutional portfolio.

Note: While there are no formal prerequisites for this course, those without an understanding of portfolio theory will most likely find the Hedge Funds curriculum too difficult and are encouraged to register for the Portfolio Concepts and Management course (see pages 4-5 of this brochure or visit www.ifebp.org/wharton).

Course Outline

MONDAY, JULY 16

7:30-8:30 a.m.

Breakfast and Registration

Provided at Wharton *San Francisco*

8:30-10:00 a.m.

Program Introduction and Overview of Hedge Funds and Other Alternative Investments

- Defining *hedge funds*
- The demand for hedge funds
- Setting the stage—the recent past
- The regulation of hedge funds

MONDAY, JULY 16 (CONT.)

10:15-11:45 a.m.

Institutional Interest in Hedge Funds

- Why, how and who invests in hedge funds?
- Asset allocation
- Hedge fund styles and flows
 - Funds of funds
 - Private equity and venture capital

12:00 noon-1:00 p.m.

Lunch

Provided at Wharton *San Francisco*

Hedge Funds, Real Estate and Other Alternative Investments

MONDAY, JULY 16 (CONT.)

1:00-2:30 p.m.

Hedge Fund Investing I

- Asset allocation with hedge funds
 - Do hedge funds systematically add value?
 - How to pick hedge funds
 - Do hedge funds hedge?
 - Asset classes and models
- Performance measurement of hedge funds
 - Performance expectations
 - Analyzing quantitative and qualitative performance
- Funds of funds and other alternatives

2:45-4:15 p.m.

Hedge Fund Investing II

- Manager selection
- Performance persistence fees
- Operational due diligence
- Market timing

TUESDAY, JULY 17

7:30-8:30 a.m.

Breakfast

Provided at Wharton *San Francisco*

8:30-10:00 a.m.

Topics in Hedge Fund and Alternative Investing

- Hedge fund allocation
 - Funds of funds
 - Industry characteristics
 - Justifications and roles
 - Performance and style
- Some other risks
 - The performance incentive
 - Hedge fund lifecycle
 - Industry/strategy capacity
 - Liquidity and lockups
 - Regulation
- Portable alpha
- Alternative investments in stressful times

TUESDAY, JULY 17 (CONT.)

10:15-11:45 a.m.

Other Alternative Investment Trends and the Future

- Hedge fund replication: the basis for the idea
 - Typical exposures
 - Replication techniques
 - Possible replication benefits and drawbacks
 - Survey evidence on replication
 - Actual performance
- Infrastructure investing
 - The infrastructure gap
 - Current global generation of public-private partnerships
- Implications of illiquidity
 - Persistence for lockups and illiquidity
 - The Derman model
- Are hedge funds weathering the storm?
 - An economic view
 - Market timing

12:00 noon-1:00 p.m.

Lunch

Provided at Wharton *San Francisco*

1:00-2:30 p.m.

Equity Investments in Real Estate I

- Risk and return fundamentals
- Real estate pricing
- How do interest rates and fundamentals affect commercial real estate pricing?

2:45-4:15 p.m.

Equity Investments in Real Estate II

- Understanding the housing market
 - Price dynamics and bubbles
- Measures of over- and underpricing
- Real estate investment trust (REIT) market
 - An overview of the REIT structure
 - Understanding REIT pricing
- Risk and return characteristics of real estate
- Adding real estate to a portfolio
- Private vs. public real estate

Hedge Funds, Real Estate and Other Alternative Investments

WEDNESDAY, JULY 18

7:00-8:00 a.m.

(Note: Half-hour earlier start time than previous days)

Breakfast

Provided at Wharton *San Francisco*

8:00-9:30 a.m.

Debt Investments in Real Estate

- Structured debt vs. traditional lending in real estate
- Commercial mortgage-backed securities (CMBS)
 - How they are put together
 - State of the CMBS market
 - Risks in CMBS bonds
- Collateralized debt obligations (CDOs)
- Mezzanine debt

WEDNESDAY, JULY 18 (CONT.)

9:45-11:15 a.m.

Debt Investments in Real Estate (cont.)

11:15 a.m.-12:00 noon

Final Wrap-Up and Program Integration



Earning Your Certificate

A certificate of completion from the Wharton School will be awarded to those who

- Attend all sessions (please note, some courses have evening group work sessions)
- Successfully complete the brief written examination which reinforces the practical takeaways from the content lectures and group work (applicable to Portfolio Concepts and Management course only).

If you wish to earn a certificate, please make your travel plans accordingly, and leave evenings open as indicated on the course schedule.



Registration includes

- A curriculum binder including teaching materials and up-to-date resources
- A certificate from the Wharton School upon fulfilling attendance and participation requirements
- Daily breakfasts, lunch on all days that courses extend into the afternoon, and refreshment breaks in the mornings and afternoons.

Additional Class Notes

- You may find it helpful to bring a calculator with you to participate in examples and exercises throughout the course.
- Registrants will be notified by e-mail when select materials are posted on the Wharton website that will serve as prereading for the course.
- Please note that the scheduling of specific sessions and/or faculty is subject to change.
- For questions on curriculum, please call (262) 373-7652 or e-mail tiffanyu@ifebp.org.

Continuing Education Credit

Most state boards/departments that license professionals will accept International Foundation courses for their continuing education requirements if the course content is applicable. As a service to attendees, CE accreditation procedures have been implemented. This additional service is provided at a nominal administrative fee (\$25) and must be paid by those requesting the service. If you are an insurance professional, please note that state insurance departments do not consider investment topics as appropriate for insurance continuing education credit. Therefore, insurance credit is not available for the Wharton investment courses. For information regarding earning continuing education credit for your profession, visit www.ifebp.org/education/continuinged.

Experience the Wharton School— Transforming Insight Into Practice

Founded as the first U.S. business school in 1881, the Wharton School of the University of Pennsylvania has consistently been driving change in business education and research.

Wharton has approximately 4,600 undergraduate, M.B.A. and doctoral students; and an alumni network of more than 80,000 worldwide. Wharton's Aresty Institute of Executive Education serves up to 8,000 mid- to senior-level executives annually. Taught by acclaimed Wharton faculty, more than 200 open enrollment and custom programs are offered in such areas as finance, leadership, strategy/management and marketing. World-class faculty teaching the courses include skilled educators and researchers, award-winning authors and leading authorities in the investment management field.

The Wharton School Learning Environments

Steinberg Conference Center Wharton School—University of Pennsylvania Philadelphia, Pennsylvania

The Steinberg Conference Center on the University of Pennsylvania campus offers a state-of-the-art, comfortable environment conducive to adult learning. Breakout rooms allow for small group discussions. Direct interaction with faculty is encouraged and aided by the limited class size. You will have access to the university bookstore and recreation facilities as well.

Wharton *San Francisco* San Francisco, California

Wharton *San Francisco* is a state-of-the-art educational facility designed to facilitate the learning style that Wharton has pioneered. Wharton *San Francisco* is conveniently located in San Francisco's business and financial district in the historic Hills Brothers Building. It is the first permanent location outside of Philadelphia in Wharton's 120-year history. Its primary hallmarks are easy access, high-tech learning environment and living/learning community. Programs at Wharton *San Francisco* draw their faculty and courses from the same world-renowned resources available at Wharton's Philadelphia campus.



In Their Own Words . . .

Here's what people are saying about the Wharton investment courses.



“The learning environment at the Wharton School is like no other. I would strongly encourage any trustee involved with investments to attend.”

Joey Merrick, Business Manager/
Secretary Treasurer/Trustee
Alaska Laborers' Local 341
Eagle River, Alaska

“The instructors, the location and the attendees all contributed to a wonderful and meaningful experience.”

William Moore, Trustee
Halifax Regional Municipality Pension Plan
Halifax, Nova Scotia

About Portfolio Concepts and Management . . .

“This course provides an excellent introduction to portfolio concepts and management. The professors are very bright and engaging. Combined with the group exercises, participants are fully prepared to manage their funds with a critical eye toward generating returns and making strategic decisions.”

Joseph Clark, Partner/Trustee
Jones Day/DC Retirement Board
Washington, D.C.

About Hedge Funds, Real Estate and Other Alternative Investments . . .

“As a finance committee member seeking to add hedge funds into our portfolio, this conference was extremely valuable. I feel more confident, knowledgeable, and comfortable pursuing this asset allocation.”

Luther Medinaw, Vice President/
Business Representative
Sheet Metal Workers' Local 105
Glendora, California

“The course material and the issues raised seemed to play out in the headlines as class was in session. Very timely, and tools for in-depth analysis of this information were insightful.”

Mark Wilson, Union Trustee
Anheuser Busch–InBev, Inc.
Production Workers and Operating
Engineers Pension Plan
Houston, Texas

“This course was relevant and presented by first-rate instructors, in an easy-to-understand format. I highly recommend this class.”

Joe Chirillo, Police Lieutenant
Beverly Hills Police Department
Beverly Hills, California

Faculty Information

Wharton faculty members are skilled educators and researchers, award-winning authors and leading authorities in the investment management field. Following are the biographies of some faculty members who taught sessions in the International Foundation/Wharton courses.

Marshall E. Blume

*Howard Butcher III Professor
Emeritus of Finance and
Director of the Rodney L.
White Center for Financial
Research
The Wharton School*



Dr. Blume is an editor of the *Journal of Fixed Income* and the *Journal of Pension Fund Management and Investment*. He received his M.B.A. and Ph.D. degrees from the University of Chicago. He has conducted extensive research in investments, the financial markets and investor behavior.

Portfolio Concepts and Management

Christopher C. Geczy

*Adjunct Associate Professor
of Finance
Academic Director of
Wharton Wealth
Management Initiative
The Wharton School*



Dr. Geczy researches and consults for clients in the areas of asset allocation, hedge fund portfolio analysis and development, financial risk management and the development of investment and trading strategies. He has a Ph.D. in finance and econometrics from the Graduate School of Business of the University of Chicago.

*Hedge Funds, Real Estate and
Other Alternative Investments*

Jeffrey F. Jaffe

*Associate Professor of Finance
The Wharton School*



Dr. Jaffe is an active researcher, with particular interest in the effect of inflation on the returns of stocks and bonds, valuation of the firm and the effect of regulation on trading by corporate insiders. His articles have appeared in the *Quarterly Economic Journal*, the *Journal of Finance*, the *Journal of Financial and Quantitative Analysis*, the *Journal of Financial Economics* and the *Financial Analysts' Journal*.

Portfolio Concepts and Management

A. Craig MacKinlay

*Joseph P. Wargrove
Professor of Finance
The Wharton School*



Dr. MacKinlay is a research associate of the National Bureau of Economic Research, a member of the *Journal of Investment Consulting* Advisory Board and a member of Morgan Stanley Institutional Equity Trading Academic Board. He received his doctorate and an M.B.A. degree from the University of Chicago and an M.B.A. degree from the University of Western Ontario. His research interests include asset pricing models, measuring investment performance and statistical methods in finance.

Portfolio Concepts and Management

Faculty Information

Todd Sinai

*Associate Professor
of Real Estate, Business
and Public Policy
The Wharton School*



Dr. Sinai is a faculty research fellow at the National Bureau of Economic Research and a visiting scholar at the Federal Reserve Bank of Philadelphia. Current research projects include housing prices, public policy and housing markets, the airline industry and real estate investment trusts. He received his Ph.D. from the Massachusetts Institute of Technology.

*Hedge Funds, Real Estate and
Other Alternative Investments*

Gordon M. Bodnar

*Morris W. Offit Professor of
International Finance and
Director of the International
Economics Program*



*Paul H. Nitze School of Advanced
International Studies (SAIS)
The Johns Hopkins University*

Dr. Bodnar teaches international finance in Wharton's Executive MBA program and is a frequent lecturer in several of its executive education programs. He has held appointments as a research fellow at the National Bureau of Economic Research and as a visiting scholar at the International Monetary Fund. His research focuses largely on the intersection of international finance and corporate finance.

*Portfolio Concepts and Management
Advanced Investments Management
International Investing and
Emerging Markets*

“Wharton provides a truly meaningful and useful learning experience through top-notch professors, and a focused, relevant program.”

Dan White, Firefighter
Pension Committee Member and Trustee
Halifax Regional Municipality
Windsor, Nova Scotia

Course Location and Hotel Information

Portfolio Concepts and Management

May 21-24, 2012

Course Location Information

The Wharton School
University of Pennsylvania
Aresty Institute of Executive Education
Steinberg Conference Center

255 South 38th Street
Philadelphia, PA 19104-6359
Phone: (215) 386-8300
Fax: (215) 573-3426

*A ten-minute walk from
Sheraton University City Hotel*

Hotel Reservation Information

Sheraton University City Hotel

3549 Chestnut Street
(36th and Chestnut Streets)
Philadelphia, PA 19104
Phone: (215) 387-8000
Fax: (215) 387-7920
Reservations phone: (888) 627-7011

www.philadelphiasheraton.com

2012 Rate: \$165 single/double occupancy
(15.2% tax) (Credit card guarantee will be
required.)

The Sheraton is conveniently located on the
campus of the University of Pennsylvania.
Amtrak's 30th Street Station is just steps from
the hotel.

Please contact the hotel directly to make
your reservation. Be sure to mention the
International Foundation when booking your
hotel stay to ensure you receive the negotiated
conference guest room rate.

Hedge Funds, Real Estate and Other Alternative Investments

July 16-18, 2012

Course Location Information

Wharton *San Francisco*

2 Harrison Street
San Francisco, CA 94105
Phone: (415) 777-1000
Fax: (415) 369-0598

Hotel Reservation Information

Hotel accommodations are the responsibility
of the participant. Please book directly at the
hotel of your choice.

See the Wharton *San Francisco* website for area
hotels: [www.wharton.upenn.edu/locations/
visiting-wharton-in-san-franci.cfm](http://www.wharton.upenn.edu/locations/visiting-wharton-in-san-franci.cfm).

POLICIES

- See our policies regarding your registration/
cancellation/refund/record retention/photo
release and privacy at www.ifebp.org/policies.
- Cancellation/transfer requests must be in
writing, and are subject to a fee of \$50 per
meeting day for cancellations and \$50 for
transfers.
- Cancellation fee is 50% of registration fee
for registrations canceled within 30 days of
meeting.
- Cancellations received on or after the opening
day of a program are subject to forfeiture of
all registration fees.
- For more information regarding administrative
policies such as complaint and refund, please
contact Registrations at (262) 786-6710, option
2, or edreg@ifebp.org.



CUSTOMER INFORMATION (Please print clearly)

Priority code 2 W H W Individual ID# or CEBS® ID#
First name M.I. Last name
Employer
Title
Address Business Home
City State/Province Country ZIP/Postal code
Phone Fax
E-mail
Last 4/3 digits of SSN/SIN Date of birth (mm/dd/yyyy)

See policies regarding registration/cancellation/refund/record retention/photo release and privacy at www.ifebp.org/policies.

NOT A MEMBER? JOIN NOW AND SAVE!

Individual \$295* Organizational \$755* Join now and pay the lower member rate.
*Membership dues are reduced quarterly. Visit www.ifebp.org/join for current rates.

REGISTRATION INFORMATION

Organization representing Organization #
Badge name Badge title
Special dietary requirements—specify
Form completed by Phone
Special assistance? Yes No

Portfolio Concepts and Management (04-1204)

May 21-24, 2012 | The Wharton School, University of Pennsylvania | Philadelphia, Pennsylvania
Member fee Until April 9 After April 9
Nonmember fee

Hedge Funds, Real Estate and Other Alternative Investments (H5-12H5)

July 16-18, 2012 | Wharton San Francisco | San Francisco, California
Member fee Until June 4 After June 4
Nonmember fee

2012 CANCEL POLICY: Early cancel fee is \$50/meeting day. Within 30 days of meeting, cancel fee is 50% of registration fee.

HOTEL

May: Mention the International Foundation for special rate. After the deadline, reservations and rate will be based on availability (credit card will be required).
Sheraton University City Hotel, Philadelphia Reservations phone: (877) 459-1146
Rate: \$165 single/double (15.2% tax) Reservation deadline: April 20.
July: Hotel accommodations are the responsibility of the participant. Please book directly at the hotel of your choice.
See the Wharton San Francisco site for area hotels: www.wharton.upenn.edu/locations/visiting-wharton-in-san-franci.cfm.

CONTINUING EDUCATION CREDIT

\$25 continuing education service charge due at time of registration (if applicable). The International Foundation will apply for CE credit based on requests. You must indicate the profession for which credit is requested.
Actuary CPA CFP Other, specify
Licensed in the state/province of
License/BAR/CPA #
Note: Requests made for CE credit on this form do not guarantee administration of credit.

PAYMENT INFORMATION

Full payment in U.S. funds must accompany order. Make check payable to International Foundation.
Check # \$
VISA MasterCard Discover
American Express (U.S. only)
Credit card #
Exp. date
Cardholder's name (print)

REGISTRATION/ORDER SUMMARY

Membership fee \$
Registration fee \$
Registration fee \$
Continuing education fee (\$25) \$
Total (U.S. funds) \$

Register online at www.ifebp.org

Mail the registration form with check or credit card number to: International Foundation—Conference, P.O. Box 689954, Chicago, IL 60695-9954

Fax your registration with credit card number: (262) 364-1818

For information, e-mail edreg@ifebp.org, or phone toll free (888) 334-3327, option 2, or (262) 786-6710, option 2