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Estimation of constant and risk-adjusted hurdle rate and the impact of each rate on investment returns and value of each business segment for Teletech. Used the constant and risk-adjusted hurdle rate scenarios to assess the impact on resource - allocation strategies.

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the use of a single hurdle rate.

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designed and drafted in a manner to allow the reader to experience a real-world problem and solve it accordingly.

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The Teletech Corporation HQ - Dallas, TX
CEO- Maxwell Harper "Provider of integrated information movement and management" Two Main Business Segments Telecommunication Services

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75% of market value Products and Services 25% of market value Firm Performance Over the past 12

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as “a provider of integrated information movement and management”. It was comprised of two business segments: the Telecommunications Services and the Products and Systems divisions.

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& Answer. Case Study Analysis Solutions. This case serves as part of an introduction to estimating the required rate of return for investors. It should be one or two class sessions on techniques for estimating the WACC. Numerical calculations are light, although some subtleties regarding the use of hurdle rates risk-adjusted, it will take time for

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the novice student to absorb.

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TELETECH CORPORATION 2005 CASE SOLUTION Teletech Corporation, head quartered in Dallas, texax defined itself as a provider of integrated information movement and management. It was

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comprised of two business segments: the Telecommunications Services and the Products and Systems divisions. Teletech always used a single corporate wide hurdle rate.

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Conclusion As the company is planning to invest \$2 billion for the upcoming year, it is advisable to use the risk-adjusted hurdle rate for their services and manufacturing segments.

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by an estimation of TC Weighted Average Cost of Capital (WACC). which is calculated at 9.3 %.

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Teletech has two divisions- Telecommunications and Products & Services. For the purpose of investment and performance analysis at the firm, there is an applied hurdle rate of 9.30% for both divisions.

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