

INVESTCORP

DISCUSSION QUESTIONS

1. What is your understanding of a hedge fund? What is it?
2. What types of investors find hedge funds most attractive? How does a company like Investcorp attract these types of investors?
3. What are the primary sources of differentiation for firms in the alternative investment industry?
4. Why do you believe Investcorp has been so successful in this industry?
5. What are the advantages and disadvantages of being a public company in this industry?
6. How would you describe each of the competitors described in the case?
7. How can Investcorp achieve its aggressive growth strategy?