

Mastering Mergers & Acquisitions: A Comprehensive Course

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Geneva (Switzerland)

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2022-2023 **188-18999-115** **Location:** Geneva (Switzerland) **Fees:** 5200 GBP

Why This Course

Mergers and acquisitions are among the most complex and high-impact business activities, requiring a careful balance of strategic thinking, financial analysis, legal understanding, and negotiation skills. Success depends not only on structuring the right deal but also on managing risks and ensuring smooth integration.

This intensive 5-day program is designed to provide a complete, practical understanding of the M&A lifecycle. It combines strategic concepts with real-world applications, enabling participants to evaluate opportunities, structure transactions, and manage post-deal integration effectively.

What You'll Learn and Practice

By participating in this program, you will:

- Understand the strategic drivers behind M&A transactions.
- Analyze and apply different deal structures.
- Use valuation techniques and financial models to assess deals.
- Conduct structured due diligence and identify risks.
- Apply negotiation strategies in complex transactions.
- Manage post-merger integration and value realization.

The Program Flow

Day 1: Introduction to M&A and Strategic Considerations

- Understanding the M&A landscape and market trends.
- Identifying strategic motivations for transactions.
- Exploring different types of M&A deals.
- Understanding key stakeholders and regulatory considerations.

Day 2: Deal Structuring and Valuation

- Reviewing common deal structures and their implications.
- Applying valuation methods to assess target companies.
- Building and interpreting financial models.
- Analyzing synergies and value creation opportunities.
- Understanding tax considerations in structuring deals.

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Day 3: Due Diligence and Risk Assessment

- Understanding the due diligence process and its importance.
- Conducting financial, legal, and operational reviews.
- Identifying potential risks and red flags.
- Managing information and documentation effectively.

Day 4: Negotiation and Deal Execution

- Applying negotiation strategies specific to M&A.
- Understanding key contractual terms and conditions.
- Structuring pricing mechanisms and adjustments.
- Managing the closing process and post-closing obligations.

Day 5: Post-Merger Integration and Value Realization

- Planning and managing integration processes.
- Addressing cultural and organizational challenges.
- Tracking and realizing synergies.
- Applying change management strategies.
- Reviewing lessons learned and best practices.

Individual Impact

- Strengthen financial and strategic analysis skills.
- Improve confidence in handling complex transactions.
- Enhance negotiation and decision-making abilities.
- Develop a structured approach to M&A processes.

Work Impact

- Improve the quality of deal evaluation and execution.
- Reduce risks associated with transactions.
- Enhance integration success and value realization.
- Support better strategic growth decisions.

Training Methodology

This program combines theory with practical application to ensure strong outcomes. Methods include:

- Interactive sessions and expert-led discussions.
- Case studies based on real M&A transactions.
- Practical exercises in valuation and analysis.
- Group activities focused on negotiation and strategy.
- Tools and frameworks for deal structuring and integration.

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A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver, set against a background of concentric circles.

Beyond the Course

By the end of the program, participants will be able to:

- Structure and evaluate M&A transactions with confidence.
- Apply valuation and due diligence techniques effectively.
- Negotiate key deal terms and manage execution.
- Support successful post-merger integration and value creation.

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) on it, set against a background of concentric circles.

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