Training Course on Mergers and Acquisitions: Strategy and Execution

Professional Development Training Course Outline

Category	Business	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s rapidly evolving business landscape, Mergers & Acquisitions (M&A) have become critical strategic tools for companies seeking growth, competitive advantage, and market expansion. However, successful M&A transactions require a deep understanding of deal structuring, valuation, due diligence, risk mitigation, and post-merger integration. This training course provides executives, investors, and corporate strategists with the knowledge and practical skills to navigate complex M&A transactions, maximize synergies, and drive sustainable business success.

Through real-world case studies, interactive workshops, and expert insights, participants will gain a comprehensive understanding of M&A strategy formulation, financial modeling, legal considerations, and integration planning. Whether you’re looking to expand market share, enhance operational efficiencies, or create shareholder value, this course equips you with actionable strategies to execute M&A deals with confidence and precision.

Programme Curriculum

Training Course on Mergers and Acquisitions: Strategy and Execution

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Course Objectives

1. Understand the strategic importance of Mergers & Acquisitions in business growth.
2. Identify and evaluate potential acquisition targets using data-driven insights.
3. Master the financial modeling and valuation techniques for M&A transactions.
4. Conduct effective due diligence to assess risks and opportunities.
5. Navigate the legal, regulatory, and compliance considerations in M&A deals.
6. Structure M&A transactions to optimize financial and tax efficiencies.
7. Develop and implement negotiation strategies for deal-making success.
8. Manage post-merger integration to ensure smooth transitions and cultural alignment.
9. Leverage private equity and investment banking strategies for M&A funding.
10. Assess the impact of M&A on shareholder value and financial performance.
11. Mitigate risks associated with cross-border M&A and international expansion.
12. Utilize digital transformation and AI-driven analytics in M&A decision-making.
13. Build a long-term M&A strategy aligned with corporate objectives and market trends.

Organizational Benefits

1. Accelerated Business Growth & Market Expansion
2. Increased Competitive Advantage & Industry Leadership
3. Enhanced Financial Performance & Shareholder Value
4. Improved Operational Efficiency & Cost Synergies
5. Stronger Brand Equity & Market Positioning
6. Diversification of Revenue Streams & Risk Mitigation

7. Faster Access to New Technologies & Intellectual Property
8. Strengthened Talent Acquisition & Leadership Development
9. Optimized Regulatory Compliance & Governance Framework
10. Sustainable Business Scalability & Innovation Capabilities

Target Participants

1. CEOs, CFOs, and Corporate Executives
2. Investment Bankers & Financial Analysts
3. Private Equity & Venture Capital Professionals
4. M&A Advisors & Consultants
5. Legal & Compliance Experts
6. Strategy & Business Development Leaders
7. Entrepreneurs & Business Owners
8. Corporate Finance & Risk Management Professionals

Course Outline

Module 1: Introduction to Mergers & Acquisitions Strategy

- The role of M&A in business growth and transformation
- Key drivers and trends in M&A transactions
- Case study: The Disney-Pixar acquisition success story
- Common pitfalls and failures in M&A deals
- Workshop: Developing an M&A strategic plan

Module 2: Identifying & Evaluating Target Companies

- Strategic criteria for target selection
- Market research and competitive analysis
- Case study: Facebook’s acquisition of Instagram
- Financial and operational fit analysis
- Hands-on exercise: Screening and evaluating potential M&A targets

Module 3: Financial Valuation & Deal Structuring

- Understanding valuation methodologies (DCF, multiples, comparable transactions)
- Deal structuring: Cash, stock swaps, and leveraged buyouts
- Case study: How Microsoft valued LinkedIn in its acquisition

- Negotiating favorable deal terms
- Practical session: Performing an M&A valuation analysis

Module 4: Due Diligence & Risk Assessment

- Legal, financial, and operational due diligence
- Identifying and mitigating potential deal risks
- Case study: The failed AOL-Time Warner merger
- Role of forensic accounting in M&A
- Group activity: Conducting a mock due diligence process

Module 5: Regulatory & Legal Considerations

- Compliance with antitrust laws and international regulations
- Understanding contracts, shareholder agreements, and liabilities
- Case study: EU vs. Google – Antitrust challenges in M&A
- Navigating government approvals and industry-specific laws
- Panel discussion: Legal best practices for M&A transactions

Module 6: Negotiation & Deal-Making Strategies

- Tactics for successful M&A negotiations
- Psychological and strategic aspects of deal-making
- Case study: Amazon's acquisition of Whole Foods – A negotiation perspective
- Managing conflicts and ensuring win-win agreements
- Simulation: Real-time negotiation of an M&A deal

Module 7: Financing M&A Transactions

- Funding sources: Private equity, venture capital, debt financing
- Leveraged buyouts (LBOs) and corporate debt strategies
- Case study: Tesla's acquisition of SolarCity – Financing analysis
- Role of investment banks in M&A funding
- Workshop: Designing a financial model for an M&A transaction

Module 8: Post-Merger Integration & Change Management

- Strategies for cultural and operational integration
- Managing workforce transitions and leadership alignment
- Case study: The HP-Compaq merger – Lessons in integration
- Measuring post-merger success and performance
- Activity: Developing a post-merger integration roadmap

Module 9: Cross-Border M&A & International Expansion

- Challenges in global M&A transactions
- Currency risks and geopolitical considerations
- Case study: Walmart’s expansion through M&A in global markets
- Strategies for managing cultural differences in M&A
- Group discussion: Overcoming barriers in cross-border M&A

Module 10: Future Trends & Digital Transformation in M&A

- Role of artificial intelligence in deal evaluation
- Emerging trends: SPACs, roll-ups, and digital acquisitions
- Case study: The impact of fintech on M&A transactions
- Sustainable and ESG-driven M&A strategies
- Final project: Designing an M&A strategy for a real-world company

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Con

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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