

Acquisition and Merger Methods

Vienna (Austria)

4 - 8 August 2025

UK Training

PARTNER



Acquisition and Merger Methods

Code: FA28 From: 4 - 8 August 2025 City: Vienna (Austria) Fees: 4400 Pound

Introduction

In this course, we will explore the strategies and techniques involved in the acquisition and merger of businesses. Acquisition and merger methods encompass a variety of approaches, from asset purchases to stock swaps and strategic partnerships. Understanding these methods is crucial for businesses seeking to expand, consolidate, or restructure. Participants will gain insights into the intricacies of these processes and their implications for organizations.

Course Objectives

- Develop a comprehensive understanding of acquisition and merger methods.
- Identify the benefits and risks associated with different approaches.
- Learn how to plan and execute successful acquisitions and mergers.
- Explore integration strategies for post-merger success.
- Gain the knowledge and skills needed to navigate the complexities of the M&A landscape.

Course Outlines

Day 1

Fundamentals of M&A

- Introduction to Mergers and Acquisitions.
- Types of Transactions: Asset Purchase vs. Stock Purchase.
- Legal and Regulatory Considerations.
- Due Diligence: Assessing the Target Company.
- Case Studies: Examining Successful M&A Deals.

Day 2

Valuation and Deal Structure

- Valuation Methods: Determining the Fair Market Value.
- Deal Financing Options.
- Negotiation Strategies.
- Structuring the Deal: Stock-for-Stock, Cash, or Combination.
- Workshop: Valuation Exercises.

Day 3

Integration Planning and Execution

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training
PARTNER

- Post-Merger Integration Strategies.
- Cultural and Organizational Alignment.
- Technology and Systems Integration.
- Change Management in M&A.
- Practical Case Studies.

Day 4

International M&A and Cross-Border Considerations

- Global M&A Trends.
- Cross-Border Legal and Regulatory Challenges.
- Tax Implications.
- Cultural Sensitivity and Cross-Cultural Integration.
- Guest Speaker: International M&A Expert.

Day 5

Case Analysis and Best Practices

- Analyzing Failed M&A Attempts.
- Learning from M&A Success Stories.
- Key Takeaways and Best Practices.
- M&A Ethics and Corporate Social Responsibility.

Blackbird Training Cities

Europe



Copenhagen (Denmark)



Sarajevo (Bosnia and Herzegovina)



Málaga (Spain)



Cascais (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Los Angeles (USA)



Florida (USA)



Online



Phoenix (USA)



Texas (USA)



Boston (USA)



Washington (USA)



Miami (USA)



New York (USA)



Toronto (Canada)

USA & Canada

UK Training
PARTNER

Blackbird Training Cities

Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia)



Bangkok (Thailand)



Beijing (China)



Singapore (Singapore)
(Kuwait)



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Jakarta (Indonesia)

Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com



UK Training
PARTNER

The image shows a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The board is set against a background of concentric circles.