

## Acquisition and Merger Methods

*Munich (Germany)*

*27 - 31 January 2025*

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## Acquisition and Merger Methods

Code: FA28 From: 27 - 31 January 2025 City: Munich (Germany) Fees: 4700 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 gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The board is set against a background of concentric white circles on a dark grey surface.

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- 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.

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