

Acquisition and Merger Methods

Brussels (Belgium)

16 - 20 December 2024

UK Training

PARTNER



Acquisition and Merger Methods

Code: FA28 From: 16 - 20 December 2024 City: Brussels (Belgium) Fees: 4400 Pound

Introduction

In this course, we will explore the essential strategies and techniques involved in the acquisition and merger of businesses, focusing on various merger and acquisition methods. Understanding these methods is crucial for organizations seeking growth, consolidation, or restructuring. Participants will gain insights into the intricacies of the merger acquisition meaning and its implications for successful business operations. By the end of the course, attendees will have a comprehensive understanding of acquisition methods, including their definitions, benefits, and risks.

Course Objectives

- Develop a comprehensive understanding of acquisition methods and their meanings.
- Identify the benefits and risks associated with various merger acquisition strategies.
- Learn how to effectively plan and execute successful acquisitions and mergers, incorporating acquisition planning techniques.
- Explore integration strategies for post-merger success and understand the importance of aligning corporate cultures.
- Gain the knowledge and skills needed to navigate the complexities of the acquisition life cycle and the importance of mergers and acquisitions in today's business landscape.

Course Outlines

Day 1: Fundamentals of M&A

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

Day 2: Valuation and Deal Structure

- Valuation Methods: Determining Fair Market Value
- Financing Options for M&A Deals
- Negotiation Strategies in Mergers and Acquisitions
- Structuring the Deal: Stock-for-Stock, Cash, or Combination
- Workshop: Valuation Exercises with Practical Applications

Day 3: Integration Planning and Execution

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training
PARTNER

- Post-Merger Integration Strategies: Ensuring Success
- Cultural and Organizational Alignment in M&A
- Technology and Systems Integration: Technology acquisition methods
- Change Management in M&A: Overcoming Challenges
- Practical Case Studies for Real-World Application

Day 4: International M&A and Cross-Border Considerations

- Global M&A Trends and Best Practices
- Cross-Border Legal and Regulatory Challenges
- Tax Implications of International Mergers
- Cultural Sensitivity and Cross-Cultural Integration Strategies
- Guest Speaker: International M&A Expert

Day 5: Case Analysis and Best Practices

- Analyzing Failed M&A Attempts: Lessons Learned
- Learning from M&A Success Stories: Key Takeaways
- Understanding merger and acquisition best practices
- M&A ethics and corporate social responsibility

By participating in this course, you will not only understand the types of mergers and acquisitions but also the skills required for talent acquisition and strategic talent acquisition. You will leave with actionable insights, preparing you to become an effective acquisition analyst capable of navigating the complexities of M&A transactions. Join us to unlock the secrets of successful mergers and acquisitions, and ensure your organization is well-equipped to thrive in this competitive landscape.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) 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

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



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)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training
PARTNER

Blackbird Training Cities

Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



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



BLACKBIRD
FOR 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

