

Acquisition and Merger Methods

Sharm El-Sheikh (Egypt)

2 - 6 November 2025

UK Training

PARTNER



Acquisition and Merger Methods

Code: FA28 From: 2 - 6 November 2025 City: Sharm El-Sheikh (Egypt) Fees: 3700 Pound

Introduction

In today's fast-paced business environment, mergers and acquisitions M&A are key strategic tools for growth, diversification, and innovation. This course explores merger and acquisition methods, offering a comprehensive understanding of acquisition methods, definitions, and applications. Participants will learn the fundamentals of M&A, from planning and execution to integration and post-merger success.

Through practical examples and case studies, this course equips you with the skills to become an acquisition analyst capable of navigating the complexities of merger and acquisition strategies. Unlock the secrets of successful M&A deals and position your organization for sustained success in a competitive global market.

Course Objectives

By the end of this course, participants will be able to:

- Understand acquisition methods: Learn the definition and meaning of acquisition methods and their importance.
- Analyze benefits and risks: Explore the advantages and challenges of various M&A strategies.
- Plan for success: Develop effective acquisition planning techniques and strategies.
- Master post-merger integration: Learn the principles of technology acquisition methods and cultural alignment.
- Navigate the acquisition life cycle: Gain insights into the phases of M&A, from initiation to execution.

Course Outlines

Day 1: Fundamentals of M&A

- Introduction to Mergers and Acquisitions: Definition of mergers and acquisitions and their significance.
- Types of Transactions: Asset purchase vs. stock purchase.
- Legal and Regulatory Considerations: Navigating compliance and regulations.
- Due Diligence: Evaluating the target company.
- Case Studies: Analyzing successful M&A examples.

Day 2: Valuation and Deal Structuring

- Valuation Methods: Understanding fair market value.
- Financing Options: Examining ways to fund M&A transactions.
- Negotiation Techniques: Crafting win-win strategies.
- Structuring Deals: Stock-for-stock, cash deals, and hybrid approaches.
- Workshops: Practical valuation exercises and applications.

A graphic of a chessboard with several chess pieces, including a king, queen, and pawns, arranged on the board. The text 'UK Training PARTNER' is overlaid on the image.

UK Training
PARTNER

Day 3: Integration and Execution

- Post-Merger Integration Strategies: Ensuring seamless transitions.
- Cultural and Organizational Alignment: The role of cultural integration.
- Technology Integration: Leveraging technology acquisition methods for success.
- Change Management: Overcoming integration challenges.
- Case Studies: Real-world applications and lessons learned.

Day 4: International M&A Considerations

- Global Trends in M&A: Insights into international practices.
- Cross-Border Challenges: Navigating legal, tax, and cultural hurdles.
- Tax Implications: Understanding global tax considerations in M&A.
- Cultural Sensitivity: Developing effective cross-cultural integration strategies.
- Guest Speaker: Insights from an international M&A expert.

Day 5: Lessons Learned and Best Practices

- Analyzing Failures: Lessons from unsuccessful M&A deals.
- Success Stories: Learning from merger and acquisition best practices.
- Ethics and Responsibility: Exploring M&A ethics and corporate social responsibility.
- Developing an M&A Plan: Crafting actionable strategies for future deals.
- Graduation: Awarding certificates to participants.

Why Attend this Course: Wins and Losses!

- Knowledge Enhancement: Gain in-depth knowledge of merger and acquisition methods and practices.
- Skill Development: Build expertise in strategic talent acquisition and acquisition planning.
- Business Growth: Learn how to leverage the benefits of mergers and acquisitions to drive organizational success.
- Global Insights: Develop strategies for managing international M&A and overcoming cross-border challenges.

Conclusion

This course is a complete guide to understanding and mastering mergers and acquisitions. From learning about acquisition methods and their meanings to exploring the best practices of M&A, participants will leave with actionable strategies to succeed in this critical business domain.

Whether you're aspiring to be an acquisition analyst or aiming to implement strategic talent acquisition and technology integration, this course provides the knowledge and tools to lead successful M&A initiatives. Join us to enhance your capabilities and secure your organization's competitive edge!

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



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



Florence (Italy)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



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)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



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

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D' EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS Kuwait Foundation for the Advancement of Sciences KFAS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding) Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
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

Artificial Intelligence (AI)
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

