

Acquisition & Merger, Strategic Management Corporate finance

Special Workshops
Orlando, Florida (USA)
13 - 17 Jan 2025

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Acquisition & Merger, Strategic Management Corporate finance

Ref: 321554_140926 **Date:** 13 - 17 Jan 2025 **Location:** Orlando, Florida (USA) **Fees:** 5700 Euro

Introduction

Offering an intensive introduction to the complex world of Mergers and Acquisitions M&A, this course will form the foundation in strategy, regulation, finding a deal, corporate valuation, and more. You will learn about buyer strategies, how M&A can increase business value, and how to start the acquisition process, as well as identify successful acquisitions. The material identifies the types of corporations most likely to be M&A players and the types of corporations most likely to be M&A targets. Delegates will learn the approach, characteristics, and process for successful Sell-side and Buy-Side M&A transactions.

Course Objectives of Acquisition & Merger, Strategic Management Corporate finance

- Compare and contrast build and buy strategies
- Describe the advantages and disadvantages of acquiring a public company
- Identify the main players in M&A transactions
- Recognize the common motivations for acquisitions and the reasons many are unsuccessful
- Identify the methods of structuring a business acquisition
- Evaluate the intrinsic and relative valuation methods for target companies

Acquisition & Merger, Strategic Management Corporate finance Course Outlines

Day 1

Organization and Preparation

- Auctions
- Auction Structure
- Identify Seller Objectives and Determine Appropriate
- Sale Process
- Perform Sell-Side Advisor Due Diligence
- Preliminary Valuation Analysis
- Select Buyer Universe

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.

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- Prepare Marketing Materials
- Prepare Confidentiality Agreement

Day 2

First Round

- Contact Prospective Buyers
- Negotiate and Execute Confidentiality Agreement with Interested Parties
- Distribute Confidential Information Memorandum and Initial Bid Procedures Letter
- Prepare Management Presentation
- Set up Data Room
- Prepare Stapled Financing Package
- Receive Initial Bids and Select Buyers to Proceed to Second Round
- Valuation Perspectives—Strategic Buyers vs. Financial Sponsors

Day 3

Second Round

- Conduct Management Presentations
- Facilitate Site Visits
- Provide Data Room Access
- Distribute Final Bid Procedures Letter and Draft
- Definitive Agreement

Day 4

Receive Final Bids

- Negotiations
- Evaluate Final Bids
- Negotiate with Preferred Buyers
- Select Winning Bidder
- Render Fairness Opinion
- Receive Board Approval and Execute Definitive Agreement
- Closing
 - Obtain Necessary Approvals
 - Shareholder Approval
 - Financing and Closing
 - Negotiated Sale

Day 5

Buyer Motivation

- Synergies
- Cost Synergies

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- Revenue Synergies
- Acquisition Strategies
- Horizontal Integration
- Vertical Integration
- Conglomeration
- Form of Financing
 - Cash on Hand
 - Debt Financing
 - Equity Financing
 - Debt vs. Equity Financing Summary—Acquirer Perspective

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