# Acquisition & Merger: Strategic Management & Finance

15 – 19 March 2027
Bangkok (Thailand)



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## Why This Course

Mergers and acquisitions remain one of the most powerful levers for growth, competitive advantage, and shareholder value creation. However, successful transactions require more than ambition—they demand rigorous financial analysis, strategic clarity, disciplined execution, and thoughtful integration.

This intensive 1-week program equips finance professionals, corporate strategists, and business leaders with the practical tools and analytical frameworks needed to evaluate, structure, and execute M&A transactions effectively. Through financial modeling exercises, real-world case studies, and interactive discussions, participants will develop a comprehensive understanding of the full M&A lifecycle—from strategy formulation to post-merger value realization.

## What You'll Learn and Practice

By attending this course, you will:

- Develop a strategic approach to M&A, including target identification and value creation planning.
- Apply advanced valuation techniques and build robust financial models for transactions.
- Structure deals effectively while managing negotiation dynamics and execution risks.
- Plan and implement post-merger integration strategies to capture synergies.
- Strengthen your understanding of corporate finance principles in the context of M&A.

## The Program Flow

### Day 1: M&A Strategy and Corporate Finance Fundamentals

- Introduction to M&A strategy and sources of value creation
- Core corporate finance principles in acquisition decisions
- Industry analysis and strategic target selection
- Types of M&A transactions and their implications

### Day 2: Valuation Techniques and Financial Modeling

- Discounted Cash Flow DCF analysis
- Comparable company and precedent transaction analysis
- Synergy valuation and sensitivity analysis
- Building and interpreting an integrated M&A financial model



### Day 3: Deal Structuring and Negotiation

- The end-to-end M&A process
- Deal structuring considerations cash vs. stock, earn-outs, financing options
- Due diligence frameworks and risk assessment
- Negotiation strategies and regulatory considerations

### Day 4: Post-Merger Integration and Value Realization

- Designing and executing integration plans
- Cultural alignment and change management
- Tracking synergies and financial performance
- Lessons learned from successful and failed integrations

### Day 5: Advanced Topics in M&A and Corporate Finance

- Cross-border transaction challenges and opportunities
- Leveraged buyouts and private equity transactions
- Corporate restructuring, carve-outs, and divestitures
- Emerging trends shaping the M&A landscape

## Individual Impact

- Ability to evaluate acquisition opportunities with strategic and financial rigor.
- Advanced proficiency in valuation and transaction modeling.
- Improved confidence in structuring and negotiating complex deals.
- Practical tools to manage integration and deliver measurable value.

## Organizational Impact

- Stronger alignment between M&A strategy and corporate objectives.
- Improved deal execution and reduced transaction risk.
- Higher success rates in post-merger integration and synergy realization.
- Enhanced financial discipline and value-driven decision-making.

## Training Methodology

- Hands-on financial modeling exercises.
- Real-world M&A case studies and scenario analysis.
- Interactive deal simulations and negotiation practice.
- Group discussions to explore strategic and financial trade-offs.



## Beyond the Course

Participants will leave ready to:

- Design and assess M&A strategies aligned with long-term growth objectives.
- Build and interpret valuation models with confidence.
- Structure and execute transactions effectively.
- Lead post-merger integration efforts that maximize value creation.

