Mergers, Amalgamations & Acquisitions: Strategic Transactions

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Bordeaux (France)

UK Traininig
PARTNER



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Why This Course

In today's corporate environment, mergers, amalgamations, and acquisitions are powerful tools for growth, market expansion, value creation, and strategic transformation. Yet successful transactions require far more than commercial intent. They demand strong financial analysis, careful due diligence, sound structuring, disciplined negotiation, and effective post-deal integration. Professionals involved in M&A must therefore understand both the technical and strategic dimensions of complex transactions.

This intensive 1-week course provides a comprehensive overview of mergers, amalgamations, and acquisitions. Participants will gain in-depth knowledge of M&A strategies, valuation techniques, due diligence processes, deal structuring, and post-merger integration. Through case studies and practical exercises, attendees will develop the skills to navigate complex corporate transactions successfully.

What You'll Learn and Practice

By joining this program, you will:

- Understand the strategic rationale and key drivers behind M&A transactions.
- Master various valuation methodologies and financial modeling techniques for M&A.
- Develop proficiency in conducting thorough due diligence and risk assessment.
- Learn effective deal structuring and negotiation strategies.
- Gain insights into post-merger integration planning and execution.

The Program Flow

Day 1: Introduction to M&A and Strategic Considerations

- Overview of M&A landscape and trends.
- Types of M&A transactions.
- Strategic rationale and value creation.
- Key stakeholders and their roles.

Day 2: Valuation and Financial Modeling

- Valuation methodologies DCF, Multiples, LBO.
- Synergy analysis and value drivers.
- Financial modeling for M&A.
- Accretion and dilution analysis.



Day 3: Due Diligence and Risk Assessment

- Financial, legal, and operational due diligence.
- Identifying and mitigating risks.
- Data room management.
- Red flags and deal breakers.

Day 4: Deal Structuring and Negotiation

- Deal structuring options and considerations.
- Tax implications in M&A transactions.
- Negotiation strategies and tactics.
- Key terms and conditions in M&A agreements.

Day 5: Post-Merger Integration and Value Realization

- Integration planning and execution.
- Cultural integration challenges.
- Synergy realization and performance tracking.
- Case studies of successful and failed integrations.

Individual Impact

- Strengthen your ability to evaluate and structure M&A deals with greater confidence.
- Enhance your financial modeling and valuation skills for transaction analysis.
- Build stronger due diligence and risk assessment capabilities.
- Gain practical insight into post-merger integration and value creation.

Work Impact

- Improve the quality of M&A analysis and transaction decision-making.
- Strengthen due diligence, structuring, and negotiation practices across deals.
- Support more effective integration planning and execution after transactions.
- Enhance the organization's ability to realize value and manage risks in M&A activity.

Training Methodology

This program integrates strategic understanding, financial analysis, and practical transaction application to ensure real-world relevance and professional impact. Learning methods include:

- Real-world case studies on mergers, amalgamations, and acquisitions.
- Practical exercises in valuation, modeling, and due diligence review.
- Interactive workshops on deal structuring, negotiation, and integration planning.
- Group discussions on transaction risks, stakeholder interests, and value creation.
- Frameworks and tools for managing M&A processes more effectively.



Beyond the Course

Upon completion, participants will be better equipped to approach M&A transactions with greater clarity, confidence, and strategic awareness. They will return ready to:

- Evaluate mergers and acquisitions more effectively.
- Apply stronger valuation, due diligence, and structuring techniques.
- Support negotiation and transaction execution with greater confidence.
- Contribute to successful post-merger integration and long-term value realization.

