Mergers & Acquisitions Masterclass: Strategic Deal-Making

23 – 27 August 2027
Baku (Azerbaijan)

UK Trainig
PARTNER



Mergers & Acquisitions Masterclass: Strategic Deal-Making

Ref: 322826_215522 **Date:** 23 – 27 August 2027 **Location:** Baku (Azerbaijan) **Fees:** 5200 GBP

Course Description

This comprehensive 1-week Mergers & Acquisitions Masterclass equips participants with the essential knowledge and skills to navigate complex corporate transactions. From deal strategy and valuation to due diligence and post-merger integration, this course covers all aspects of successful M&A execution.

Learning Objectives

- Develop a strategic approach to identifying and evaluating M&A opportunities
- Master various valuation techniques for accurate deal pricing
- Conduct thorough due diligence to mitigate transaction risks
- Design effective post-merger integration strategies for value creation
- Understand legal and regulatory considerations in M&A transactions

Course Modules

Day 1: M&A Fundamentals and Strategy

- Introduction to M&A: Types, motivations, and trends
- Developing a corporate M&A strategy
- Target identification and screening
- Deal structuring basics

Day 2: Valuation Techniques

- Discounted Cash Flow DCF analysis
- Comparable company analysis
- Precedent transaction analysis
- Synergy valuation

Day 3: Due Diligence and Deal Execution

- Financial, legal, and operational due diligence
- Negotiation strategies and tactics
- Deal documentation and closing process
- Managing deal risk



Day 4: Financing and Accounting for M&A

- Financing structures for M&A transactions
- Accounting implications of M&A deals
- Tax considerations in M&A
- Working capital adjustments

Day 5: Post-Merger Integration

- Integration planning and execution
- Cultural integration challenges
- Synergy realization strategies
- Measuring M&A success

Practical Wins for Participants

- Ability to identify and evaluate potential M&A targets strategically
- Proficiency in applying various valuation methods to price deals accurately
- Skills to conduct comprehensive due diligence and mitigate transaction risks
- Expertise in planning and executing successful post-merger integrations

