



*Training Course:
Mergers & Acquisitions Strategies and Due
Diligence Process*

*11 - 15 November 2024
Milan (Italy)*

Training Course: Mergers & Acquisitions Strategies and Due Diligence Process

Training Course code: FI235195 From: 11 - 15 November 2024 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

Introduction

In today's dynamic business landscape, mergers and acquisitions M&A have become a vital strategic tool for organizations aiming to grow, diversify, or gain a competitive edge. However, navigating the complex world of M&A requires a deep understanding of the strategies, due diligence processes, and best practices that drive successful transactions. Welcome to the "Mastering Mergers & Acquisitions: Strategies and Due Diligence" training program, designed to equip professionals with the knowledge and skills needed to excel in the M&A arena.

Objectives

- **Comprehensive Understanding:** Gain a thorough understanding of M&A concepts, including various types of transactions, strategic considerations, and the M&A process.
- **Effective Strategy Development:** Learn how to develop M&A strategies aligned with organizational goals, market dynamics, and competitive landscapes.
- **Due Diligence Mastery:** Acquire expertise in conducting financial, legal, operational, and cultural due diligence to mitigate risks and enhance decision-making.
- **Negotiation and Deal Structuring:** Develop negotiation skills and learn how to structure M&A deals to maximize value and minimize potential pitfalls.
- **Post-Merger Integration:** Explore best practices for successful post-merger integration, including managing cultural differences and operational challenges.
- **Real-World Insights:** Analyze real M&A case studies and learn from industry experts to apply theoretical knowledge to practical scenarios.
- **Networking:** Connect with professionals in the M&A field and build a network of peers and experts for ongoing support and collaboration.

Target Audience

This training program is designed for professionals at various levels of expertise who are involved in or aspire to be involved in M&A activities. The ideal participants include:

- **Corporate Executives:** CEOs, CFOs, and senior leaders responsible for shaping the M&A strategy and making key decisions.
- **Business Development Professionals:** Professionals responsible for identifying potential M&A opportunities and executing transactions.
- **Legal and Compliance Experts:** Lawyers and compliance officers seeking to understand the legal intricacies of M&A deals.
- **Financial Analysts:** Professionals involved in financial analysis, valuation, and modeling for M&A transactions.
- **Operations Managers:** Those responsible for assessing and optimizing the operational aspects of target

- companies.
- Human Resources Specialists: HR professionals interested in managing cultural integration and workforce changes during M&A.
 - Consultants and Advisors: M&A consultants, advisors, and intermediaries seeking to enhance their knowledge and service offerings.
 - Entrepreneurs and Investors: Individuals looking to expand their knowledge of M&A for investment or business growth opportunities.

Training Program Outline

Day 1: Understanding Mergers & Acquisitions

- Introduction to M&A
 - Definition and types of M&A
 - Historical perspective and trends
 - M&A as a strategic growth tool
- M&A Strategy Development
 - Identifying strategic objectives
 - Assessing market and competition
 - Choosing the right M&A strategy
- M&A Process Overview
 - Stages of an M&A deal
 - Role of key stakeholders
 - Regulatory and legal considerations

Day 2: Due Diligence Fundamentals

- Due Diligence Overview
 - Definition and importance
 - Types of due diligence
 - Planning due diligence efforts
- Financial Due Diligence
 - Analyzing financial statements
 - Identifying red flags
 - Valuation techniques
- Legal Due Diligence
 - Contract review
 - Compliance assessment
 - Intellectual property and legal risks

Day 3: Operational and Cultural Due Diligence

- Operational Due Diligence
 - Evaluating operational processes

- Supply chain analysis
- Technology assessment
- Cultural Due Diligence
 - Assessing organizational culture
 - Identifying integration challenges
 - Creating a cultural integration plan

Day 4: Negotiation and Deal Structuring

- Negotiating M&A Deals
 - Negotiation strategies
 - Deal terms and structures
 - Handling objections and conflicts
- Financing M&A Deals
 - Funding options
 - Capital structure considerations
 - Risk management in financing

Day 5: Post-Merger Integration and Case Studies

- Post-Merger Integration
 - Integration planning and execution
 - Managing change and communication
 - Key success factors
- Case Studies
 - Real-world M&A case studies
 - Q&A and group discussions

Registration form on the Training Course: Mergers & Acquisitions Strategies and Due Diligence Process

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