



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

*15 - 26 July 2024
Madrid (Spain)
Pestana CR7 Gran Vía*

Training Course: Mergers & Acquisitions Strategies and Due Diligence Process

Training Course code: FI9157 From: 15 - 26 July 2024 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Training Course
Fees: 8400 € Euro

Program Overview

In this program you will learn about...

This program is intended for all members of your Business Mergers, Acquisition, Joint Venture and Partnership Negotiation and Evaluation Teams.

The program provides complete multi-discipline insight into the Merger and Acquisition Processes including Due Diligence Processes.

All participants take away detailed and comprehensive due diligence checklists.

Program Content

1. Motives for Partnerships, Joint Ventures and Acquisitions
2. Relevant Laws and Regulations
3. Issues in Analyzing the Partner's Business
 1. New Products
 2. New Services
 3. New Markets
 4. Competition
 5. Sales
 6. People
 7. Organizational
 8. Laws & Regulations
4. Valuation under
 1. Certainty
 2. Uncertainty
5. Due Diligence Tools
6. Due Diligence Methodology
7. Strategic Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
 1. Your Strategy Review
 2. Value Creation
 3. Strategic Logic
 4. Cross Border Complexity Issues
1. Operational Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
 1. Analysis of Value Creation Processes
 2. What can go wrong?
1. Financial & Accounting Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
 1. Verifying the Numbers
 2. Analyzing Accounting Processes
1. Legal Aspects - Partner Analysis and Due Diligence ... Step-by-Step.

1. Understanding the Unknowns
2. Risk Exposures:
 1. Environmental
 2. Antitrust
 3. Intellectual Property
 4. National Security
 5. Litigation
 6. Creditors
 7. Existing Contracts
1. Taxation Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
 1. Local
 2. National
 3. International
1. Human Resource Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
 1. Performance
 2. Cultural
 3. Mission, Vision & Values
 4. Communications
 5. People
 6. Organizational Structure
1. Special Emerging Cross-Border Issues

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

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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