



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

*7 - 18 October 2024  
Barcelona (Spain)  
Grupotel Gran Via 678*

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

Training Course code: FI9157 From: 7 - 18 October 2024 Venue: Barcelona (Spain) - Grupotel Gran Via 678 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

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
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