TRAINING CENTER


# Training Course: <br> Mergers \& Acquisitions Strategies and Due <br> <br> Diligence Process 

 <br> <br> Diligence Process}

5-9 August 2024
Baku (Azerbaijan)

# Training Course: <br> Mergers \& Acquisitions Strategies and Due Diligence Process 

Training Course code: Fl235195 From: 5-9 August 2024 Venue: Baku (Azerbaijan) - 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


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

## Delegate Information

Full Name (Mr / Ms / Dr / Eng):
Position:
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Company Name:
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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
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## Easy Ways To Register

| Telephone: +201095004484 to provisionally reserve your place. | $\begin{gathered} \text { Fax your completed } \\ \text { registration } \\ \text { form to: }+20233379764 \end{gathered}$ | E-mail to us : info@gh4t.com or training@gh4t.com | Complete \& return the booking form with cheque to:Global Horizon <br> 3 Oudai street, Aldouki, Giza, Giza Governorate, Egypt. |
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