



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

*2 - 6 November 2025  
Doha (Qatar)*

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

Training Course code: FI235195 From: 2 - 6 November 2025 Venue: Doha (Qatar) - Training Course Fees: 4500 € 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

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

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