



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

*1 - 5 September 2025
Tbilisi (Georgia)*

Training Course: Mergers & Acquisitions Strategies and Due Diligence Process

Training Course code: FI235195 From: 1 - 5 September 2025 Venue: Tbilisi (Georgia) - Training Course Fees: 5500 € 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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