



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

*9 - 13 August 2027
Tbilisi (Georgia)*

Training Course: Mergers & Acquisitions Strategies and Due Diligence Process

Training Course code: FI9157 From: 9 - 13 August 2027 Venue: Tbilisi (Georgia) - Training Course Fees: 5775 € Euro

Introduction

This program provides a comprehensive and structured approach to mergers, acquisitions, joint ventures, and partnership evaluation and negotiation. It is designed to equip participants with practical, cross-functional insights into the full deal lifecycle, including strategic assessment, valuation, due diligence, and integration considerations.

The program emphasizes a multi-disciplinary perspective covering financial, operational, legal, and human resource aspects of transactions, enabling participants to evaluate opportunities effectively and mitigate associated risks.

Through practical frameworks, checklists, and real-world case applications, participants will develop the ability to analyze potential partners, assess value creation opportunities, and make informed strategic decisions in both domestic and cross-border transactions.

Objectives

By the end of this program, participants will be able to:

- Understand the strategic rationale behind mergers, acquisitions, joint ventures, and partnerships
- Conduct comprehensive due diligence across financial, operational, legal, and HR dimensions
- Evaluate business opportunities in terms of value creation and strategic fit
- Identify risks and challenges associated with transactions, including cross-border complexities
- Analyze financial statements and verify key assumptions in deal evaluation
- Apply structured methodologies for valuation under both certainty and uncertainty
- Support negotiation and decision-making processes with data-driven insights
- Develop and use due diligence tools and checklists effectively

Target Audience

This program is designed for:

- Mergers & Acquisitions professionals
- Corporate development teams
- Investment analysts and advisors
- Finance managers and financial analysts
- Legal and compliance professionals involved in transactions
- Strategy and business development managers
- Joint venture and partnership management teams
- Anyone involved in deal structuring, evaluation, or negotiation

Outline

Day 1: Foundations of Mergers, Acquisitions & Partnerships

- Overview of M&A, joint ventures, and strategic partnerships
- Key motives and strategic drivers
- Types of transactions and structures
- Value creation logic and strategic fit
- Introduction to due diligence process

Day 2: Strategic and Operational Due Diligence

- Partner and target company analysis
- Market, product, and competitive assessment
- Operational performance evaluation
- Value chain analysis
- Key risks in operations and integration feasibility

Day 3: Financial & Accounting Due Diligence

- Verifying financial information and reported numbers
- Analysis of accounting policies and practices
- Quality of earnings assessment
- Valuation approaches certainty vs uncertainty
- Identifying financial risks and red flags

Day 4: Legal, Regulatory & Tax Due Diligence

- Relevant laws and regulatory frameworks
- Contractual obligations and exposures
- Tax implications local and cross-border
- Litigation, compliance, and contingent liabilities
- Intellectual property and antitrust considerations

Day 5: Human Capital & Integration Issues

- Organizational structure and cultural alignment
- Leadership and talent assessment
- Communication and integration planning
- Cross-border transaction challenges
- Final integration risks and success factors

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

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