

MERGERS & ACQUISITIONS

LENGTH/CREDITS

- Preparation: 3 months
- On-campus: 2 days
- Post-processing: 1 week
- Credits: 4 ECTS credits

CONTENT

In this workshop we shall discuss mergers and acquisitions in today's world of networks, i.e. combining persons and organizations in such a way that the emerging revised network becomes stronger based on building on the best of each original party, rather than one party dominating the combined entity, as was often done in the past.

In addition to discussing three major types of mergers and acquisitions, we shall also consider the organizational aspects of mergers and acquisitions – with particular focus on creating win-win outcomes, while also remaining firm, particularly when it comes to rapid integration of previously independent entities.

THE MODULE EXPLORES

- M&A deal types, market analysis, key statistics and benchmark deals in Europe and USA
- acquisition strategies: hostile versus agreed bids, due diligence, roles and functions, selected key statistics
- post-merger integration, success measures and strategic management
- how to enhance growth through picking up smaller, often entrepreneurial entities – with sound innovations but often with lack of financing
- how to expand geographically often to become stronger in particular geographical areas of the world that might enjoy especially rapid growth
- how to achieve industrial consolidation through mergers – more cost-effective value chains, benefits from scale and more efficient competition

LEARNING OUTCOMES

After this module, the students will be able to:

- understand the structure of the European and US merger and acquisition markets and the relevant deal types
- understand the role of key agents in the merger and acquisition process like investment banks, lawyers, accountants etc.
- analyse different deal types, take over strategies and due diligence aspects
- evaluate the success of deals based on success measures and the relevance of merger and acquisition activities for strategic management purposes

ASSESSMENT

Mergers & Acquisitions	30 % Pre-test 20 % Participation 50 % Final Exam	4 ECTS Credits
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