XCELERATE TRAINING INSTITUTE

your learning & development partner

STRATEGY AND STRATEGIC PLANNING

# Mergers and Acquisitions (M&A) Training Course

| DURATION | LANGUAGE | FORMAT |
|---|---|---|
| **5 days** | **English** | **Classroom / Online** |

## Upcoming dates

| Dates | Venue | Format | Fee |
|---|---|---|---|
| 4 – 8 Jan 2027 | Kuala Lumpur | Classroom | **€4,800** |
| 28 Jun – 2 Jul 2027 | Live online | Online (live) | **€1,200** |
| 6 – 10 Dec 2027 | Live online | Online (live) | **€1,200** |

### Register or ask a question

Online: staging.x8ti.com/course/mergers-and-acquisitions-ma-training-course-2/

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# Mergers and Acquisitions (M&A) Training Course

## Introduction

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For individual managers and employees, a merger or acquisition is not just a corporate or business strategy; it's a personally disruptive—often traumatic—experience. What C-suite executives and consultants indirectly call "post-merger integration" is normally a period of tension, uncertainty, and even chaos.

Workloads ramp up, as do pressure, difficulty, and stress. You might have to swiftly adapt to unfamiliar policies, practices, and politics; work with strangers from different corporate or even national cultures, or report to new bosses who know nothing about your track record or ambitions.

Meanwhile, there is no guarantee of a job with the ensuing and resulting organization, let alone a long-term career. On average, approximately 30% of employees are deemed redundant after a merger or acquisition in the same industry.

In such circumstances, most individuals tend to fixate on what they can't control: decisions about who is let go, promoted, reassigned, or transferred. But in our findings and consulting practices, we've found that individuals faced with organizational disruption have much more power over what happens to them than they realize.

If your organization is involved in one of the tens of thousands of M&A deals struck annually around the world, you can respond in a few ways. The first option is to keep your head down, pay attention to the tasks at hand, and hope that everything turns out OK.

A second approach is to refine your résumé, reconnect to your outside peer network, and start looking for alternative employment. But we recommend a third and possibly more constructive choice: Embrace the dynamic, intense integration process and use it as an opportunity for introspection and growth.

We've met and worked with hundreds of professionals who've taken this methodology and say that as an outcome, their M&A experiences were exhilarating—maybe even "the best thing that ever happened" to them.

Not all individuals were able to form every decision in their favour or get their desired jobs; indeed, some had to retool themselves to succeed at their new organizations, and a few were ultimately required to move on to different employers. Nevertheless, almost all felt that they emerged from the process as "winners," empowered with greater self-knowledge, heightened visibility, and new skills.

This Xcelerate Training Institute course will empower you with the skills to develop, implement, and maintain a comprehensive Mergers and Acquisitions Strategy for your organization.

Learning Objectives

- Learn how to induce synergy into their respective organizations by encouraging networking, collaboration, participation, and ultimately organizational synergy via the mergers and acquisition process
- Discover how to collate strategic acumen in relation to ascertaining best-case scenarios to implement an optimal mergers and acquisitions strategy for your organization
- Compile situation-specific business cases for the management of mergers and acquisitions
- Understand your legal obligations in terms of mergers and acquisitions
- Study how to enforce provisions encapsulated in the mergers and acquisitions agreement in the event of non-compliance
- Recognize how to spot common errors when reviewing the components of merger and acquisition business case
- Take preventative and protective control measures to ensure maximum participation in organizational interventions designed to introduce a merger and acquisition strategy for your organization

Training Methodology

- Lectures
- Seminars & Presentations
- Group Discussions
- Assignments
- Case Studies & Functional Exercises
- Role plays

Benefits For Your Organization

- Benefit from training your employees on the definition and importance of effectively managing mergers and acquisition processes for an organization thus informing future best practice strategic engagement with complementary partners
- Document your mergers and acquisitions information systematically and efficiently
- Improve productivity by teaching your staff about the ultimate value extraction to be obtained from comprehensively engaging in a productive merger and acquisitions process
- Achieve higher employee morale, increased productivity, and reduced costs of damage control
- Assess your current organizational strategic leverage potential by evaluating the strength of engaging in a lucrative merger and acquisitions process

Benefits For You

- Improve your performance through higher efficiency and greater worker productivity by being aware of all mergers and acquisitions processes in your organization
- Engage in conversations about the benefits of employing a merger and acquisitions strategy designed to extract maximum benefits for your corporate entity
- Focus on human factors and issues to analyze the best possible value extraction scenario
- Get an opportunity to work through hands-on exercises in detail to gain the skills needed to facilitate a mutually beneficial merger and acquisitions strategy for your organization
- Gain the skills to plan, manage, facilitate, and scribe a comprehensive merger and acquisitions plan for your organization

Target Audience

- All individuals who have a stake in building successful mergers and acquisitions strategies for their respective organization
- CEO’s
- Supply Chain Management
- HR Management
- Ventures, Investments and Divestitures
- Board Members
- Committee Secretaries
- Chairpersons of Boards

Course Outline

INTRODUCTION

- Definition
- Objectives
- Benefits
- Advantages
- M & A: A new perspective
- The nature of M & A Activity

WHAT IS MERGER AND ACQUISITION?

- Elements of M & A
- The Mechanics of Acquisition
- Friendly or Hostile?
- Stake-building
- Deal Protection
- Bidder Protection
- Target Defenses

M & A STRATEGIES

- Regulation of M & A
- Hostile Bids and Defense Tactics
- Demergers and Divestments
- Identifying Collaboration opportunities
- How to optimize core competences?
- Achieving and sustaining profitable growth

THE TAKEOVER PROCESS

- Accounting Issues
- Post-Closing Challenges
- Alternatives to M & A
- Converting an Independent Investor into a Committed Partner
- Continuous Improvement and Innovation in Key Associations

- “Collaborate to Compete” – a New Concept in M& A
- How to make prudent M & A Decisions?

DUE DILIGENCE

- Corporate protection & risk mitigation
- Informed judgement
- Potential value
- Specific purpose
- Judicious Resource Utilization
- Combining resources, capabilities and core competencies

VALUATION PROCESS

- Net Present Value Calculations
- Future Value
- The Cash Flow Timeline
- Nominal and Real Value of Money
- Present and Future Value of Money
- Compounding Intervals and Interest Rates
- Simple Interest vs Compound Interest

STRUCTURING A TAKEOVER DEAL

- Lack of Targets
- Highlighting individual strengths
- Promoting a transparent working environment
- Legalities
- Assessing the value proposition conjunctively
- Evaluating the validity of collaborative contribution
- Encouraging Creativity

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# Registration Form

## Mergers and Acquisitions (M&A) Training Course

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

### Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

### Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

### Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

### Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

**Call**
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