

Due Diligence: Appraisal and Management of Potential Investors and Partners

Module 1: Evaluating Collaborative Development Opportunities

- Changing Dynamics of Global Business
- Strategic Relevance of Due Diligence in Market Analysis
- Strategic Relevance of Due Diligence in Financial Management and M+As
- Market Analysis Data Search, Business Intelligence, Analytical Tools and Techniques
- Market sector attractiveness and Performance Potential for sustainable profitable growth
- Profit and Loss, Balance Sheet, and Cash-flow Analysis
- Evaluating the Financial Anatomy – Structure and Gearing, Robustness and Sustainability
- Quantitative and Qualitative Tools and Techniques of Risk Analysis
- Best Practices in Risk Management - A Structured Process and the emerging “Risk Engineering”
- Alternative Approaches to Strategic Planning Balancing Short-term and Long-term Projects
- Management and Control – dealing with Variance and Divergence

Module 2: Managing Collaborative Development

- Understanding the Criteria and Approaches of Different Types of Investor
- Managing Investor Relations as the Organisation Develops and Changes
- The Process of Partner Identification
- Financial Evaluation of Potential Partners
- Determining the Characteristics of Potential Partner(s)
- Refining the Short-list Process
- The Managerial Differences between a Strategic Alliance and a Joint Venture
- The Process of Agreeing the Business Case
- Negotiating the Terms of an Alliance or a Joint Venture
- Due Diligence in Aligning Strategy and Operations
- Due Diligence in Scenario Forecasting and Strategic Choice

