

Mergers and Acquisitions

Day 1

Introduction and Business Strategy

- Overview of Mergers and Acquisitions and their Evolution
- How deals fit into a businesses growth strategy?
- What type of acquisitions would be suitable to your firm?
- What we can learn from real life case studies?

Day 2

Definitions and Principal Players

- Definitions involve in Mergers and Acquisitions and Due Diligence
- Type of Acquisitions
- Types of Due Diligence including Legal, HR, Operational, Commercial
- Roles of the Parties
- How will we recognise success?

Day 3

Financial Due Diligence

- When is due diligence required?
- The Phases of Due Diligence
- You will Review the Standard Checklists and Appreciate When and When Not These are Relevant
- **Discussion** Cultural and Economic Differences in the Gulf for Due Diligence

Day 4

Business Valuation

- Providing an Accurate Valuation of the Target is Vital
- Learning about the Alternative Business Valuation Techniques and Importantly When to Use Each One
- Consider the Potential Synergies to Your Firm and also the Sensitivities to Key Dependencies
- The Role of Finance and Leveraging Transactions

Day 5

Integration

- It is not just about the financial matters and therefore you will learn the importance of Human Resources, culture and systems to the success of the deal
- You will present the final results of your case study
- A Sound Merger and Acquisition Process has considered all aspects of integration and planned for success