



## PFT CORPORATE TRAINING SERIES

### **COURSE TITLE**

GENERAL PRINCIPLES OF MERGERS AND ACQUISITIONS (Course code: PCTS0009)

### **LEARNING OUTCOMES**

This course will help provide broad insights into the dynamics of mergers and acquisitions (M&A) using practical real-life examples. The participants will be able to review broad regulatory principles affecting mergers as well as various methods of payments used in executing such deals. The course will review reasons why organizations might choose acquisitions over other methods of growth and discuss potential areas of synergy. The reasons why acquisitions often fail and the strategies that could be employed to defend against a hostile take-over will also be part of the course.

### **COURSE CONTENT**

- Types of Mergers vs acquisitions – a review of most recent global M & A activity
- Understanding terminology in mergers and acquisitions
- The rationale for growth via acquisitions
- Synergy - types and implications
- Regulatory principles affecting mergers and acquisitions
- An evaluation of payment methods
- Assessment of reasons for failed acquisitions and potential actions to avoid failure
- Defences against hostile take-overs

### **WHO SHOULD ATTEND?**

The course is essential and basic knowledge for anyone involved in advising on M & A deals or in the corporate finance function with occasional involvement in such transactions. It will be particularly relevant for professionals from a non-finance background who wish to have a broad understanding of the benefits and challenges associated with executed mergers and acquisitions without getting too engrossed in the detailed technicalities surrounding valuation issues.

### **DURATION**

3 hours (this is run as 1 session)

