



Mergers & Acquisitions Strategies and Due Diligence Process



14 - 25 October 2024



Milan (Italy)

# Mergers & Acquisitions Strategies and Due Diligence Process

course code: F9158 From: 14 - 25 October 2024 Venue: Milan (Italy) - course Fees: 4500 Euro

## Program Overview

In this program you will learn about...

This program is intended for all members of your Business Mergers, Acquisition, Joint Venture and Partnership Negotiation and Evaluation Teams.

The program provides complete multi-discipline insight into the Merger and Acquisition Processes including Due Diligence Processes.

All participants take away detailed and comprehensive due diligence checklists.

## Program Content

1. Motives for Partnerships, Joint Ventures and Acquisitions
2. Relevant Laws and Regulations
3. Issues in Analyzing the Partner's Business
  1. New Products
  2. New Services
  3. New Markets
  4. Competition
  5. Sales
  6. People
  7. Organizational
  8. Laws & Regulations
4. Valuation under
  1. Certainty
  2. Uncertainty
5. Due Diligence Tools
6. Due Diligence Methodology
7. Strategic Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
  1. Your Strategy Review
  2. Value Creation
  3. Strategic Logic
  4. Cross Border Complexity Issues
1. Operational Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
  1. Analysis of Value Creation Processes
  2. What can go wrong?
1. Financial & Accounting Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
  1. Verifying the Numbers
  2. Analyzing Accounting Processes
1. Legal Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
  1. Understanding the Unknowns
  2. Risk Exposures:
    1. Environmental

2. Antitrust
  3. Intellectual Property
  4. National Security
  5. Litigation
  6. Creditors
  7. Existing Contracts
1. Taxation Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
    1. Local
    2. National
    3. International
1. Human Resource Aspects - Partner Analysis and Due Diligence ... Step-by-Step.
    1. Performance
    2. Cultural
    3. Mission, Vision & Values
    4. Communications
    5. People
    6. Organizational Structure
1. Special Emerging Cross-Border Issues

