Merger & Acquisition Strategy for MFIs Training Course

Professional Development Training Course Outline

Category	Microfinance & Financial Inclusion	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Merger & Acquisition Strategy for MFIs Training Course equips participants with the knowledge and skills to successfully plan, execute, and manage mergers and acquisitions in the microfinance sector. M&A activities are critical for organizational growth, operational efficiency, and market expansion. This course emphasizes strategic planning, risk assessment, due diligence, and post-merger integration to ensure sustainable and value-driven outcomes.

Participants will engage in interactive workshops, case studies, and practical exercises to develop M&A strategies, evaluate potential opportunities, and manage organizational integration. By the end of the course, participants will be able to execute mergers and acquisitions effectively while mitigating risks and enhancing operational and financial performance.

Programme Curriculum

Merger & Acquisition Strategy for MFIs Training Course

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operational and financial performance.

Course Objectives

1. Understand the principles of mergers and acquisitions in MFIs
2. Analyze market opportunities and growth strategies
3. Conduct due diligence and risk assessment
4. Develop M&A strategic plans aligned with organizational goals
5. Evaluate financial, operational, and cultural fit of target organizations
6. Manage legal and regulatory considerations in M&A
7. Design post-merger integration plans
8. Align staff, systems, and processes during mergers
9. Enhance stakeholder engagement and communication
10. Monitor and evaluate M&A outcomes
11. Address challenges and risks during M&A execution
12. Build organizational capacity for successful M&A activities
13. Gain practical experience in developing M&A strategies

Organizational Benefits

- Expanded market reach and client base
- Improved operational efficiency and resource utilization
- Strengthened financial and organizational capacity
- Mitigated risks during mergers and acquisitions
- Enhanced decision-making through structured M&A strategies
- Standardized M&A processes and governance
- Successful integration of staff, systems, and culture
- Increased stakeholder confidence and engagement
- Evidence-based evaluation of M&A outcomes
- Sustainable growth and value creation

Target Audiences

- MFI executives and senior management
- Strategy and business development officers
- HR and organizational development managers
- Finance and operations managers
- Legal and compliance officers
- Program and project managers
- Consultants supporting MFI mergers and growth
- Donor or NGO program staff

Course Duration: 5 days

Course Modules

Module 1: Introduction to Mergers & Acquisitions in MFIs

- Principles and objectives of M&A in microfinance
- Strategic rationale for mergers and acquisitions
- Benefits and challenges of M&A activities
- Key components of a successful M&A strategy
- Understanding the MFI market landscape
- Case Study: Successful M&A in a regional MFI

Module 2: Market Analysis and Opportunity Assessment

- Identifying potential target organizations
- Evaluating market gaps and growth opportunities
- Strategic alignment with organizational goals
- Competitive landscape analysis
- Assessing operational and financial synergies
- Case Study: Market analysis for a microfinance merger

Module 3: Due Diligence and Risk Assessment

- Conducting financial, operational, and legal due diligence
- Assessing organizational culture and staff fit
- Identifying risks and mitigation strategies
- Evaluating regulatory compliance and legal considerations
- Using due diligence findings to inform decisions
- Case Study: Due diligence process in a microfinance acquisition

Module 4: Strategic M&A Planning

- Developing M&A objectives and success criteria
- Structuring the merger or acquisition deal
- Financial modeling and valuation
- Planning integration timelines and milestones
- Communication and stakeholder engagement strategies
- Case Study: Strategic planning for an MFI acquisition

Module 5: Legal, Regulatory, and Compliance Considerations

- Understanding MFI regulatory frameworks
- Legal requirements for mergers and acquisitions
- Compliance challenges and mitigation
- Contract management and agreements

- Ensuring transparency and accountability
- Case Study: Legal and regulatory compliance in MFI M&A

Module 6: Post-Merger Integration

- Aligning organizational structures and systems
- Integrating staff and organizational culture
- Streamlining processes and workflows
- Performance monitoring during integration
- Communication and change management
- Case Study: Post-merger integration of two MFIs

Module 7: Monitoring and Evaluation of M&A Outcomes

- Developing performance metrics for M&A success
- Monitoring financial, operational, and human resource outcomes
- Using evaluation data for continuous improvement
- Addressing integration challenges proactively
- Reporting outcomes to stakeholders
- Case Study: Evaluating success in a microfinance merger

Module 8: Practical Exercise: M&A Strategy Development

- Designing a comprehensive M&A plan
- Integrating due diligence, strategic planning, and integration
- Peer review and feedback sessions
- Presenting M&A strategy to management and stakeholders
- Applying lessons from case studies
- Case Study: Participants create and present a full M&A strategy

Training Methodology

- Interactive presentations and discussions
- Hands-on M&A strategy workshops
- Group case study analysis and problem-solving
- Peer review and feedback sessions
- Practical exercises in due diligence, planning, and integration
- Presentation and evaluation of drafted M&A strategies

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com