Training Course on Mergers, Acquisitions, and Divestitures

Professional Development Training Course Outline

Category	CEOs and Directors	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Training Course on Mergers, Acquisitions, and Divestitures delves into the critical strategic and financial aspects essential for successful dealmaking in today's dynamic global landscape. Participants will gain a robust understanding of the entire M&A lifecycle, from identifying strategic opportunities and conducting thorough due diligence to complex valuation methodologies, deal structuring, and post-merger integration. With a strong emphasis on **value creation**, **risk mitigation**, and **synergy realization**, this program equips professionals with the practical tools and insights needed to navigate complex transactions and drive sustainable growth.

The M&A&D arena is constantly evolving, driven by factors like technological advancements, particularly **Artificial Intelligence (AI)** in dealmaking, shifting geopolitical landscapes, and increasing regulatory scrutiny. This course provides a timely and relevant deep dive into these contemporary trends, preparing participants for real-world challenges. We explore the latest **market trends**, **private equity** involvement, **cross-border deals**, and the strategic rationale behind **divestitures** and **carve-outs**, ensuring participants are at the forefront of industry best practices.

Programme Curriculum

Training Course on Mergers, Acquisitions, and Divestitures

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Course Objectives

1. Master **M&A Strategy Development** and **Deal Sourcing** in competitive markets.
2. Conduct comprehensive **Due Diligence** across financial, legal, operational, and cultural dimensions.
3. Apply advanced **Valuation Methodologies**, including DCF, Comps, and Precedent Transactions.
4. Navigate complex **Deal Structuring** and **Financing** options, including **debt financing** and **equity financing**.
5. Optimize **Post-Merger Integration (PMI)** for maximum **synergy realization** and **cultural alignment**.
6. Develop effective **Divestiture Strategies** and execute successful **Carve-Outs**.
7. Assess and mitigate **M&A Risks**, including **regulatory challenges** and **integration risks**.
8. Understand the impact of **Digital Transformation** and **AI in M&A deal flow**.
9. Analyze **Cross-Border M&A** complexities, including **geopolitical considerations** and **regulatory compliance**.
10. Implement robust **Change Management** strategies for seamless transitions post-transaction.
11. Evaluate **M&A Performance Metrics** and **Value Creation Tracking**.
12. Explore the role of **Private Equity** and **Venture Capital** in current M&A trends.
13. Develop an **Exit Strategy** mindset for various transaction types.

Organizational Benefits

- Develop a team capable of identifying and executing high-value strategic transactions.
- Equip professionals with the skills to identify, assess, and mitigate financial, legal, and operational risks associated with M&A&D.
- Foster expertise in accurate valuation, optimal deal structuring, and effective synergy capture, leading to superior financial outcomes.
- Minimize disruption and accelerate value realization through effective integration planning and execution.
- Build an internal capability to proactively respond to market shifts and leverage M&A&D as a strategic growth driver.
- Invest in the professional growth of key personnel, enhancing their skills and engagement.
- Enable informed decision-making regarding capital deployment in M&A and alternative investment opportunities like AI infrastructure.
- Promote best practices in M&A&D processes, ensuring ethical and compliant transactions.

Target Audience

1. Corporate Development Professionals.

2. Financial Analysts & Investment Bankers.
3. C-Suite Executives & Senior Management.
4. Legal Professionals
5. Private Equity & Venture Capital Professionals
6. Consultants
7. Project Managers.
8. Business Owners & Entrepreneurs

Course Outline

Module 1: M&A Landscape & Strategic Rationale

- Understanding current M&A trends, cycles, and drivers in the global economy.
- Identifying strategic objectives
- Overview of different transaction types: mergers, acquisitions, joint ventures, divestitures.
- Analyzing the motivations behind M&A and common pitfalls to avoid.
- The role of AI and digital transformation in modern M&A.
- **Case Study:** The strategic rationale behind Microsoft's acquisition of LinkedIn – market share, data, and talent acquisition.

Module 2: Deal Sourcing & Target Identification

- Developing an effective deal sourcing strategy and building a robust pipeline.
- Screening potential targets based on strategic fit, financial health, and cultural compatibility.
- Leveraging data analytics and AI for enhanced target identification.
- Initial outreach, confidentiality agreements (NDAs), and information exchange.
- Building relationships with key stakeholders and advisors.
- **Case Study:** How Google identifies and acquires promising startups for technological integration and competitive advantage.

Module 3: Valuation Methodologies & Financial Modeling

- Deep dive into Discounted Cash Flow (DCF) analysis and its application.
- Comparable Company Analysis (CCA) and Precedent Transaction Analysis (PTA).
- Understanding different valuation multiples and their appropriate use.
- Building robust M&A financial models in Excel, including accretion/dilution analysis.
- Sensitivity analysis and scenario planning for deal valuation.
- **Case Study:** Valuation analysis for a hypothetical acquisition in the tech sector, considering growth prospects and synergy potential.

Module 4: Due Diligence – The Foundation of Success

- Conducting comprehensive financial due diligence: quality of earnings, balance sheet analysis.
- Legal due diligence: contracts, litigation, intellectual property.
- Operational due diligence: supply chain, technology, HR, environmental.
- Cultural due diligence: assessing organizational fit and potential integration challenges.
- Utilizing data rooms and virtual platforms for efficient due diligence.
- **Case Study:** Analyzing a real-world M&A deal where inadequate due diligence led to significant post-acquisition issues.

Module 5: Deal Structuring, Financing & Negotiations

- Exploring various deal structures: stock deals, asset deals, cash deals, earn-outs.
- Understanding financing options: debt, equity, convertible instruments.
- Negotiation strategies, tactics, and best practices.
- Term sheet development and key legal considerations.
- Managing regulatory approvals and antitrust considerations.
- **Case Study:** Analyzing the financing structure and negotiation dynamics of a large-scale private equity buyout.

Module 6: Post-Merger Integration (PMI) & Synergy Realization

- Developing a comprehensive PMI roadmap: planning, execution, and monitoring.
- Identifying and capturing cost synergies and revenue synergies.
- Integrating systems, processes, and people effectively.
- Communication strategies for internal and external stakeholders during integration.
- Measuring and tracking integration progress and value realization.
- **Case Study:** A successful post-merger integration story, highlighting key success factors and challenges overcome (e.g., Disney-Pixar).

Module 7: Divestitures, Carve-Outs & Spin-Offs

- Strategic rationale for divestitures: optimizing portfolio, raising capital, streamlining operations.
- Planning and executing carve-outs: separating business units effectively.
- Financial and legal considerations in divestiture transactions.
- Managing employee transitions and communication during divestitures.
- The role of private equity in corporate carve-outs.
- **Case Study:** Analysis of a major corporate spin-off and its impact on shareholder value.

Module 8: M&A Best Practices, Governance & Future Trends

- Establishing effective M&A governance and decision-making frameworks.
- Learning from M&A failures: common mistakes and lessons learned.
- Emerging trends: ESG factors in M&A, impact of disruptive technologies.
- Building an M&A playbook for repeatable success.
- Future outlook for M&A activity and investment opportunities.
- **Case Study:** Examining a recent M&A deal that faced significant regulatory hurdles and how they were navigated.

Training Methodology

This training course employs a highly **interactive and practical methodology** designed for maximum participant engagement and knowledge retention. Key components include:

- **Expert-Led Sessions:** Delivered by seasoned M&A practitioners and financial experts with real-world experience.
- **Case Studies & Real-World Examples:** In-depth analysis of successful and unsuccessful M&A&D transactions to illustrate concepts and best practices.
- **Interactive Discussions & Group Exercises:** Fostering peer-to-peer learning and diverse perspectives.
- **Financial Modeling Workshops:** Hands-on practice with Excel-based models for valuation and deal analysis.
- **Simulation & Role-Playing:** Practical application of negotiation skills and integration planning.

- **Q&A Sessions:** Direct interaction with instructors to address specific challenges and questions.
- **Comprehensive Course Materials:** Including presentations, templates, checklists, and recommended readings.

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

Start Date	End Date	Location	Price
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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