

FINA 6222 Mergers & Acquisitions Executive Summary

Registration Details

Course: FINA 6222 Mergers & Acquisitions

Credits: 2 credits

Prerequisites: MBA Student; MBA 6231 (previously MBA 6230), Fina 6241 or (Fina 6213 & Fina 6214)

Description

This course will explore various means for corporate managers to achieve growth through mergers and acquisitions. The objectives of the course will be to leverage the skills mastered in the core curriculum: finance, marketing, accounting, and operations. We will examine both buyer and seller motivations in the context of M&A transactions and strategic alliances. The course will also examine the role of private equity in M&A.

Objectives and Learning Outcomes

- M&A Strategy. Why are mergers and acquisitions part of a corporate strategy? How does the strategy get defined and implemented? What motivates businesses to acquire other firms and why do mergers occur? Why is “Fit” important?
- M&A Process. What is the process of buying or selling a business? What is the role of an agent and the other advisers? What are alternative deal structures (JV’s alliances, etc.)? How are emotions and behavior part of the process?
- Valuation. How do firms get valued in the context of a deal? We will discuss an overview of how valuation applies to M&A, but this is not a detailed financial modeling class.
- Structuring/Due diligence/Post-Merger integration. What are the key factors in making an acquisition successful? How do acquirers integrate companies they buy?