ACQUISITION AND MERGER METHODS



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Introduction

Acquisition and Merger Methods Training Course builds the analytical and procedural skill that successful transactions depend on. Most deals fail on method rather than ambition. Valuation assumptions go untested, integration costs stay hidden, and synergy claims survive unchallenged. This course works through the full transaction chain. It covers deal strategy, target screening, valuation methods, and due diligence. Furthermore, it applies DCF, comparable company and transaction multiples, accretion and dilution analysis, and purchase price allocation. In addition, it covers deal structuring, financing, negotiation, and post-merger integration. As a result, participants evaluate, structure, and deliver transactions with discipline.

Acquisition and Merger Methods Course Objectives

- Explain acquisition and merger types, motives, and strategic rationale.
- Screen and prioritise targets against defined acquisition criteria.
- Apply discounted cash flow valuation and terminal value estimation.
- Apply comparable company and precedent transaction multiples.
- Reconcile valuation ranges and select a defensible offer price.
- Perform accretion and dilution analysis on earnings per share.
- Plan and run commercial, financial, and legal due diligence.
- Apply purchase price allocation and goodwill recognition under IFRS 3.
- Structure consideration, financing, and deal protection terms.
- Design post-merger integration plans and synergy tracking.

Course Methodology

- Interactive lectures with real acquisition and merger case studies.
- Valuation workshops using DCF and multiple-based models.

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- Due diligence simulation with a virtual data room exercise.
- Accretion and dilution modelling on worked deal assumptions.
- Structured peer review with facilitator feedback on deal recommendations.

Who Should Take This Course

- Corporate development and M&A professionals.
- Finance managers and financial analysts.
- Investment banking and advisory professionals.
- Private equity and investment analysts.
- Legal and transaction services professionals.
- Executives sponsoring acquisition mandates.

Acquisition and Merger Methods Course Outlines

Day 1: Deal Strategy and Target Selection

- Acquisition, merger, and joint venture forms distinguished.
- Strategic motives: growth, synergy, capability, and market access.
- Build, buy, or partner decision framework.
- Acquisition criteria and target screening methodology.
- Sourcing, outreach, and initial target valuation.
- Confidentiality, NDAs, and information exchange.
- Case study: screening and ranking acquisition targets.

Day 2: Valuation Methods

- Discounted cash flow valuation and free cash flow projection.

- Weighted average cost of capital estimation.
- Terminal value using growth and exit multiple approaches.
- Comparable company analysis and trading multiples.
- Precedent transaction analysis and control premiums.
- Sum of the parts, replacement cost, and asset-based methods.
- Workshop: building a DCF and a multiples valuation range.

Day 3: Due Diligence and Deal Analysis

- Due diligence scope, sequencing, and data room management.
- Commercial, operational, and market due diligence.
- Financial due diligence: quality of earnings and normalisation.
- Legal, tax, pension, and environmental diligence.
- Accretion and dilution analysis on EPS.
- Sensitivity, scenario, and break-even deal analysis.
- Workshop: reviewing a due diligence findings memo.

Day 4: Structuring, Financing, and Negotiation

- Consideration forms: cash, shares, and earn-outs.
- Deal financing: debt capacity, leverage, and refinancing.
- Purchase price allocation and goodwill under IFRS 3.
- Working capital adjustments and completion mechanisms.
- Representations, warranties, and indemnities.
- Negotiation strategy and deal protection provisions.
- Workshop: structuring a deal and defending the terms.

Day 5: Integration and Value Delivery

- Integration planning and Day 1 readiness.
- Synergy identification, quantification, and tracking.
- Operating model and organisation design decisions.
- Culture integration and retention of key talent.
- Post-deal review and lessons learned process.
- Governance and reporting to the board on deal performance.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Acquisition and Merger Methods, participants will gain a thorough understanding of deal strategy, target screening, valuation methods, due diligence, deal structuring, financing, negotiation, and post-merger integration. They will also acquire practical skills in target screening, DCF and multiples valuation, due diligence and earnings quality analysis, and deal structuring and synergy tracking. In addition, the course prepares them to evaluate and deliver transactions that create measurable value. Gentex Training Center delivers this programme with a strong focus on applied transaction analysis and defensible deal recommendations.

FAQs for Acquisition and Merger Methods course

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Q1 What is the "Acquisition and Merger Methods" course about?

It is a five-day programme covering the full transaction chain. It covers deal strategy and target screening, DCF and multiples valuation, due diligence and earnings quality analysis, purchase price allocation, deal structuring and financing, negotiation, and post-merger integration and synergy tracking.

Q2 What are the key benefits of the "Acquisition and Merger Methods" course?

Participants test deals properly before committing capital, which reduces overpayment and integration surprises. The course sharpens valuation ranges and offer discipline, exposes quality of earnings issues, improves financing and structuring decisions, builds realistic synergy plans, and raises the standard of board reporting on deal performance.

Q3 What skills will I gain from the "Acquisition and Merger Methods" course?

Participants gain target screening and deal strategy formulation, DCF and multiples valuation with range reconciliation, due diligence management and earnings quality analysis, and deal structuring, financing and synergy tracking. These four skills cover the practical core of acquisition and merger work.

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Q4 What tools, methods, or standards are covered in the "Acquisition and Merger Methods" course?

The course covers acquisition, merger and joint venture structures, build-buy-partner frameworks, acquisition criteria and target screening methodology, discounted cash flow valuation, free cash flow projection, weighted average cost of capital, terminal value using growth and exit multiple approaches, comparable company and precedent transaction analysis, control premium assessment, sum of the parts and asset-based valuation, quality of earnings and normalisation review, commercial, financial, legal, tax and environmental due diligence, data room management, accretion and dilution analysis, sensitivity, scenario and break-even deal analysis, cash, share and earn-out consideration, debt capacity and leverage analysis, purchase price allocation and goodwill recognition under IFRS 3, working capital adjustment mechanisms, representations, warranties and indemnities, deal protection provisions, integration planning and Day 1 readiness, synergy identification and tracking, operating model and organisation design, culture integration and talent retention, and post-deal review frameworks.

Q5 How is the "Acquisition and Merger Methods" course applied in real-world practice?

Participants apply the methods to live and simulated transactions. They screen targets against criteria, build DCF and multiples models, reconcile valuation ranges, run due diligence exercises, assess earnings quality, model accretion and dilution, structure consideration and financing, negotiate key terms, and prepare integration and synergy plans. Many leave with a valuation model, a due diligence checklist, and an integration tracking template ready to use.