CORPORATE TRANSACTIONS & STRATEGIC DEAL STRUCTURING COVERS



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Introduction

Corporate Transactions & Strategic Deal Structuring Training Course builds the ability to lead acquisitions, mergers and restructurings from valuation through to closing. Participants study deal rationale, legal and tax structure, then move into due diligence and acquisition agreements with their risk allocation. Furthermore, the course covers valuation, financing structures, completion mechanics and closing conditions. In addition, learners manage a data room, document due diligence and negotiate key provisions. As a result, they leave able to support a full transaction with sound commercial and legal judgement.

Corporate Transactions & Strategic Deal Structuring Course Objectives

- Evaluate deal rationale and build a strategic business case.
- Distinguish acquisitions, mergers, demergers and asset deals.
- Select the right structure: share purchase, asset purchase or statutory merger.
- Run due diligence across legal, financial and tax workstreams.
- Draft acquisition agreements with representations, warranties and indemnities.
- Apply valuation methods: discounted cash flow and market comparables.
- Analyse funding sources and post-deal capital structure.
- Manage closing conditions, conditions precedent and timetables.
- Apply competition rules, regulatory approvals and foreign investment screening.
- Manage post-completion integration and measure value delivery.

Course Methodology

- Instructor-led sessions built on real transactions and their documents.
- Workshops that build a deal structure and risk allocation.

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- Due diligence exercises on a miniature data room.
- Valuation exercises using discounted cash flow and market comparables.
- Negotiation simulation on an acquisition agreement and closing conditions.
- Checklists, model agreements and due diligence templates retained after the course.

Who Should Take This Course

- Corporate lawyers and in-house counsel.
- Investment banking and deal professionals.
- Finance directors and chartered accountants.
- Business development and strategy officers.
- Governance, compliance and deal review officers.
- Valuation and due diligence advisors.

Corporate Transactions & Strategic Deal Structuring Course Outlines

Day 1: Deal Fundamentals and Strategic Case

- Deal rationale: growth, integration and geographic expansion.
- Transaction types: acquisition, merger, demerger and asset deal.
- Deal structure: share purchase, asset purchase or statutory merger.
- Strategic business case and synergy assessment.
- Tax and duty effects on deal structure.
- Deal timetable and execution phases.
- Party and adviser roles and decision governance.

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Day 2: Due Diligence and the Data Room

- Due diligence scope and workstream phases.
- Legal diligence: contracts, disputes and intellectual property.
- Financial and tax diligence.
- HR, compliance and data protection diligence.
- Managing the data room, access control and documentation.
- The diligence report and risk classification.
- Common findings and how to resolve them before closing.

Day 3: Acquisition Agreements and Risk Allocation

- Acquisition agreement structure and supporting documents.
- Representations, warranties and indemnities.
- Liability caps and liquidated arrangements.
- Escrow, bank guarantees and holdback structures.
- Closing conditions and conditions precedent.
- Non-compete, confidentiality and key employee terms.
- Negotiating provisions and documenting fallback positions.

Day 4: Valuation, Financing and Approvals

- Valuation methods: discounted cash flow and market comparables.
- Valuation multiples and adjustment mechanisms.
- Quality of earnings and working capital analysis.
- Funding sources: equity, debt and structured finance.
- Effect on leverage and credit rating.

- Competition review and regulatory approvals.
- Board reports and investment decisions.

Day 5: Completion, Integration and Applied Practice

- Completion mechanics, document delivery and payment.
- Closing certificates and final settlements.
- Post-completion matters and indemnity claims.
- Integration management and systems and culture alignment.
- Measuring synergy delivery and value indicators.
- Applied workshop: structuring, diligencing and negotiating a full deal.
- Peer review and feedback on final outputs.

Conclusion

By successfully completing Corporate Transactions & Strategic Deal Structuring, participants will gain a practical knowledge of deal structuring, due diligence, acquisition agreements, valuation, financing, approvals, completion and integration. They will also have acquired the ability to assess transaction risk, document due diligence findings and negotiate critical provisions. Gentex Training Center delivers the programme through applied workshops on real transaction documents, so learners work on live scenarios throughout.

FAQs for the Corporate Transactions & Strategic Deal Structuring course

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Q1 What is the "Corporate Transactions & Strategic Deal Structuring" course about?

It covers acquisitions, mergers and restructurings from valuation to closing. Topics include deal structure, due diligence, acquisition agreements and risk allocation, valuation, financing, regulatory approvals and integration.

Q2 What are the key benefits of the "Corporate Transactions & Strategic Deal Structuring" course?

You learn to assess a transaction from strategic, legal and financial angles at once. The course improves due diligence quality, risk documentation and your negotiating position on warranties, indemnities and closing conditions.

Q3 What skills will I gain from the "Corporate Transactions & Strategic Deal Structuring" course?

Corporate deal structuring, due diligence and data room management, acquisition agreements and risk allocation, and valuation, financing and completion management.

Q4 What tools, methods, or standards are covered in the "Corporate Transactions & Strategic Deal Structuring" course?

Data rooms and due diligence checklists, acquisition agreements with representations, warranties and indemnities, discounted cash flow and market comparables valuation models, quality of earnings and working capital analysis, closing conditions and conditions precedent, competition and regulatory approval requirements, and integration plans with synergy tracking indicators.

Q5 How is the "Corporate Transactions & Strategic Deal Structuring" course applied in real-world practice?

Professionals use it to assess opportunities, build deal structures, run data rooms, prepare diligence reports, negotiate acquisition agreements and manage approvals, closing and integration. Participants structure, diligence and negotiate a full deal in the closing workshop.