DUE DILIGENCE: APPRAISAL AND MANAGEMENT OF POTENTIAL INVESTORS AND PARTNERS



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TRAINING CENTER

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Introduction

Due Diligence: Appraisal and Management of Potential Investors and Partners Training Course builds the investigative and risk management capability that investment, legal, and business development professionals need before committing to a relationship. Due diligence asks whether a counterpart is credible, capable, and safe to deal with. Modern practice extends it beyond financial verification into integrity checks, compliance screening, and ongoing monitoring. Weak diligence produces bad partners, regulatory exposure, and reputational damage. This course develops the discipline that prevents those outcomes. It covers financial, commercial, legal, and integrity review. Furthermore, it applies counterparty screening, risk scoring, and reporting. In addition, it develops negotiation, onboarding, and continuing oversight. As a result, participants appraise counterparties with rigour and defend their conclusions.

Due Diligence: Appraisal and Management of Potential Investors and Partners Course Objectives

- Explain due diligence purposes, scope, and limitations.
- Design diligence frameworks and scoping documents.
- Apply financial due diligence to accounts, cash flow, and liabilities.
- Apply commercial due diligence to markets, customers, and competition.
- Apply legal due diligence to entities, contracts, and litigation.
- Apply integrity, anti-money laundering, and sanctions screening.
- Identify beneficial ownership and politically exposed persons.
- Assess reputation, adverse media, and litigation exposure.
- Apply risk scoring and decision frameworks to diligence findings.
- Manage onboarding, monitoring, and periodic review routines.

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Course Methodology

- Interactive lectures with real diligence and counterparty cases.
- Financial, legal, and commercial due diligence workshops.
- Integrity screening and risk scoring exercises.
- Reporting, onboarding, and monitoring practice.
- Structured peer review with facilitator feedback on diligence reports.

Who Should Take This Course

- Investment and M&A professionals.
- Compliance, KYC, and financial crime officers.
- Legal counsel and contract advisors.
- Business development and partnership managers.
- Risk managers and internal auditors.
- Consultants advising on transactions and partnerships.

Due Diligence: Appraisal and Management of Potential Investors and Partners Course Outlines

Day 1: Due Diligence Foundations and Scoping

- Purpose, scope, and limits of due diligence.
- Transaction types: investment, partnership, and acquisition.
- Diligence phases and planning routines.
- Information request lists and data room management.
- Confidentiality, non-disclosure, and information handling.

- Red flag identification and materiality thresholds.
- Case study: scoping a diligence exercise for a prospective partner.

Day 2: Financial and Commercial Due Diligence

- Financial statement analysis and quality of earnings review.
- Cash flow, working capital, and debt assessment.
- Contingent liabilities, guarantees, and off-balance sheet items.
- Market analysis, customer concentration, and competitive position.
- Revenue quality, contract backlog, and pipeline assessment.
- Business plan and forecast challenge techniques.
- Workshop: conducting a financial and commercial diligence review.

Day 3: Legal, Regulatory, and Integrity Diligence

- Entity structure, ownership, and corporate records review.
- Contract review, change of control, and termination clauses.
- Litigation, disputes, and regulatory action history.
- Anti-money laundering and counter-terrorism financing checks.
- Sanctions and watchlist screening procedures.
- Beneficial ownership and politically exposed person assessment.
- Workshop: running integrity screening and documenting findings.

Day 4: Risk Scoring, Reporting, and Decisions

- Risk scoring models and weighting approaches.
- Aggregating findings into a risk rating.
- Diligence report structure and executive summary writing.

- Escalation, committee review, and approval routines.
- Conditions, covenants, and mitigants design.
- Deal-breaker analysis and walk-away decisions.
- Workshop: preparing a diligence report and recommendation.

Day 5: Onboarding, Monitoring, and Relationship Management

- Onboarding procedures and documentation standards.
- Contractual protections and representations warranties.
- Ongoing monitoring and periodic review cycles.
- Trigger events and re-diligence conditions.
- Relationship management, escalation, and exit planning.
- Records management, retention, and audit readiness.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Due Diligence: Appraisal and Management of Potential Investors and Partners, participants will gain a thorough understanding of diligence foundations and scoping, financial and commercial due diligence, legal, regulatory and integrity diligence, risk scoring, reporting and decision frameworks, and onboarding, monitoring and relationship management. They will also acquire practical skills in diligence scoping and framework design, financial and commercial due diligence, legal, regulatory and integrity screening, and risk scoring, reporting and counterparty monitoring. In addition, the course prepares them to appraise counterparties with disciplined investigation and defensible conclusions. Gentex Training Center delivers this programme with a strong focus on applied diligence practice and decision-ready reporting.

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FAQs for Due Diligence: Appraisal and Management of Potential Investors and Partners course

Q1 What is the "Due Diligence: Appraisal and Management of Potential Investors and Partners" course about?

It is a five-day programme on investigating and managing counterparties before and after commitment. It covers diligence scoping, financial and commercial review, legal, regulatory and integrity screening, risk scoring and reporting, and onboarding, monitoring and relationship management.

Q2 What are the key benefits of the "Due Diligence: Appraisal and Management of Potential Investors and Partners" course?

Participants appraise counterparties with stronger evidence and fewer surprises. The course improves diligence scoping and planning, sharpens financial and commercial assessment, strengthens integrity and sanctions screening, improves risk scoring and reporting quality, and raises monitoring and re-diligence discipline.

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Q3 What skills will I gain from the "Due Diligence: Appraisal and Management of Potential Investors and Partners" course?

Participants gain diligence scoping and framework design, financial and commercial due diligence, legal, regulatory and integrity screening, and risk scoring, reporting and counterparty monitoring. These four skills cover the practical core of due diligence work.

Q4 What tools, methods, or standards are covered in the "Due Diligence: Appraisal and Management of Potential Investors and Partners" course?

The course covers diligence scoping and information request lists, data room management, confidentiality and non-disclosure handling, red flag identification and materiality thresholds, financial statement analysis and quality of earnings review, cash flow and working capital assessment, contingent liability and guarantee review, market and customer concentration analysis, revenue quality and backlog assessment, business plan challenge techniques, entity structure and corporate records review, contract review including change of control and termination clauses, litigation and regulatory action history, anti-money laundering and counter-terrorism financing checks, sanctions and watchlist screening, beneficial ownership and politically exposed person assessment, risk scoring models and weighting approaches, risk rating aggregation, diligence report structure and executive summary writing, escalation and committee approval routines, conditions, covenants and mitigants design, deal-breaker and walk-away analysis, onboarding procedures and documentation standards, representations and warranties, ongoing monitoring and periodic review cycles, trigger events and re-diligence conditions, and records retention and audit readiness.

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Q5 How is the "Due Diligence: Appraisal and Management of Potential Investors and Partners" course applied in real-world practice?

Participants apply the methods to real and simulated counterparties. They scope diligence exercises and prepare information requests, analyse financial statements and earnings quality, assess working capital and contingent liabilities, review markets and customer concentration, challenge business plans, examine corporate records and contracts, screen for sanctions and adverse media, identify beneficial owners and politically exposed persons, score and aggregate risk findings, prepare diligence reports with recommendations, draft conditions and mitigants, and set monitoring and re-diligence routines. Many leave with a diligence scoping template, a risk scoring model, and a diligence report structure ready to use.