

# **MERGERS & ACQUISITIONS (M&A)**

Rome - Italy  
23 - Mar 2026 - 27 - Mar 2026  
\$6,000

**GENTEX<sup>®</sup>**  
TRAINING CENTER



## Introduction

Mergers and acquisitions (M&A) play a transformative role in the corporate world, shaping industry landscapes and driving growth. Understanding the intricacies of M&A transactions empowers professionals to navigate complex deals and unlock strategic opportunities. This intensive five-day program, offered by Gentex Training Center, equips participants with the knowledge and practical skills needed to excel in the dynamic world of M&A. Through a comprehensive exploration of key deal stages, valuation methodologies, and negotiation strategies, participants gain the ability to confidently evaluate potential transactions, structure sound agreements, and contribute significantly to successful deal execution.

## Mergers & Acquisitions (M&A) Course Objectives:

- Master the core principles of mergers and acquisitions (M&A) and their strategic implications for businesses.
- Explore the different types of M&A transactions, including mergers, acquisitions, and joint ventures.
- Gain expertise in deal structuring techniques, including valuation methodologies and negotiation strategies.
- Develop the ability to conduct comprehensive due diligence to identify potential risks and opportunities.
- Understand the legal and regulatory framework governing M&A transactions.
- Master the art of negotiation and navigate complex deal terms sheets.
- Analyze real-world case studies of successful M&A transactions across various industries.
- Develop a personalized action plan to apply M&A knowledge and contribute strategically within your organization.



## Course Methodology

This interactive program utilizes a participant-centric approach. It blends lectures from M&A experts, interactive workshops, real-world case studies, group discussions, and practical exercises. Participants actively engage in analyzing potential M&A targets, practicing valuation techniques, role-playing negotiation scenarios, conducting mock due diligence exercises, and crafting action plans for integrating M&A strategies within their roles. Through experiential learning, participants gain the practical skills and theoretical knowledge needed to become valuable assets in M&A transactions, contributing to achieving organizational objectives and maximizing shareholder value.

## Who Should Take This Course

- Investment bankers, corporate development professionals, and business owners seeking to enhance their M&A knowledge and skills.
- Finance professionals, lawyers, and consultants involved in M&A transactions.
- Entrepreneurs and business leaders interested in exploring growth strategies through M&A.
- Anyone interested in gaining a comprehensive understanding of the M&A process and its potential impact on businesses.

## Mergers & Acquisitions (M&A) Course Outline:

### Day 1: Demystifying M&A: Strategic Drivers, Types of Transactions, and The Deal Process

- Unveiling the Core Principles of Mergers and Acquisitions (M&A) and their Strategic Applications
- Exploring Different Types of M&A Transactions: Mergers, Acquisitions, Joint Ventures, and Strategic Alliances

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- Understanding the M&A Deal Process: from Pre-Deal Planning to Integration

## Day 2: Valuation Fundamentals: Determining Deal Value and Negotiating Win-Win Outcomes

- Mastering Key Valuation Methodologies: Discounted Cash Flow Analysis, Market Multiples, and Transaction Comparables
- Exploring Negotiation Strategies for Securing Favorable Deal Terms in M&A Transactions

## Day 3: Due Diligence: Unveiling Risks and Opportunities for Informed Decision-Making

- Conducting Comprehensive Due Diligence: Financial, Legal, Operational, and Environmental Assessments
- Utilizing Due Diligence Findings to Identify Potential Risks and Opportunities in M&A Deals

## Day 4: Structuring the Deal: Legal Considerations, Tax Implications, and Deal Documentation

- Understanding the Legal and Regulatory Framework Governing M&A Transactions
- Exploring Key Considerations in Structuring M&A Deals: Tax Implications, Financing Arrangements, and Deal Documentation

## Day 5: The Art of the Deal: Negotiation Strategies, Closing the Transaction, and Post-Merger Integration

- Mastering the Art of Negotiation in M&A Transactions: Strategies for Effective Communication and Achieving Win-Win Outcomes



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- Understanding the Closing Process and Key Considerations for Post-Merger Integration Success
- Formulating a Personalized Action Plan to Apply M&A Knowledge and Skills Within Your Organization

## Conclusion

By successfully completing this comprehensive program offered by Gentex Training Center, participants gain the knowledge and practical skills needed to navigate the complexities of M&A transactions with confidence. They will be equipped to analyze deals strategically, contribute effectively to deal teams, and ultimately contribute to the success of M&A activities within their organizations. This enhanced knowledge empowers them to become valuable assets in driving strategic growth and maximizing shareholder value.

