MERGERS AND ACQUISITIONS



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Mergers and Acquisitions Training Course equips finance, corporate development and advisory professionals to run transactions from first screen to completed integration. Participants learn how deals are originated, valued, negotiated and closed, and what separates a sound acquisition from a costly one. The programme covers target screening, valuation approaches, due diligence workstreams, deal structuring and financing, negotiation, documentation and post-merger integration. Furthermore, it addresses regulatory approval and accounting consequences under IFRS 3. As a result, delegates can lead or support a transaction with a clear, disciplined process. Gentex Training Center delivers the programme through valuation workshops and deal case work.

Mergers and Acquisitions Course Objectives

- Explain the M&A process from strategy and origination to integration.
- Identify acquisition targets that fit strategic and financial criteria.
- Apply valuation approaches including DCF, multiples and precedent transactions.
- Calculate synergies, accretion and dilution for a proposed deal.
- Plan and run due diligence across financial, legal, tax, commercial and operational workstreams.
- Structure consideration, earn-outs, deferred payments and financing packages.
- Evaluate merger control, regulatory and antitrust approval requirements.
- Apply IFRS 3 acquisition accounting including goodwill and fair value adjustments.
- Negotiate deal terms and manage the transaction timetable and documentation.
- Plan post-merger integration, synergy tracking and value realisation.

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Course Methodology

The course combines technical briefings with valuation workshops, due diligence exercises and negotiation simulations. Participants value a target, build an accretion and dilution model, run a due diligence review and defend a deal recommendation. In addition, structured peer review and group debate sharpen commercial judgement, and each day closes with an applied transaction task.

Who Should Take This Course

- Corporate development and strategy professionals.
- Finance directors, controllers and corporate finance staff.
- Investment bankers, advisers and transaction services teams.
- Private equity and investment professionals.
- Legal, tax and due diligence specialists.
- Business owners and executives considering acquisitions or exits.

Mergers and Acquisitions Course Outlines

Day 1: Deal Strategy and Target Origination

- Strategic rationale for acquisitions, mergers and divestments.
- Build, borrow and buy alternatives and their trade-offs.
- Target screening criteria and pipeline development.
- Market mapping, sector analysis and origination channels.
- Confidentiality, information barriers and deal governance.
- Roles of board, advisers, bankers and counsel.
- Workshop: building a target screening framework and pipeline.

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Day 2: Valuation Approaches and Synergy Analysis

- Valuation approaches: income, market and asset based.
- Discounted cash flow valuation, WACC and terminal value.
- Trading multiples and comparable company analysis.
- Precedent transaction analysis and control premiums.
- Synergy identification, quantification and phasing.
- Accretion and dilution analysis for share-funded deals.
- Workshop: valuing a target and modelling deal accretion.

Day 3: Due Diligence and Risk Assessment

- Due diligence scope and workstream planning.
- Financial due diligence: quality of earnings and normalisation.
- Commercial, market and customer diligence.
- Legal, tax, employment and regulatory diligence.
- Operational, technology and supply chain diligence.
- Red flags, warranties and post-completion protections.
- Workshop: running a financial due diligence review on a target.

Day 4: Deal Structuring, Financing and Negotiation

- Asset versus share purchases and their consequences.
- Consideration structure: cash, shares, earn-outs and deferred consideration.
- Financing options including debt, equity and vendor financing.
- Working capital mechanisms, completion accounts and locked box.
- Negotiation strategy, leverage and term sheet drafting.

- Regulatory approval, merger control and closing conditions.
- Workshop: structuring a deal and negotiating key terms.

Day 5: Accounting, Integration and Value Realisation

- IFRS 3 business combinations and acquisition method.
- Goodwill, fair value adjustments and non-controlling interests.
- Step acquisitions, contingent consideration and transaction costs.
- Integration planning, governance and cultural alignment.
- Synergy tracking, value realisation and post-deal review.
- Lessons learned and exit routes for underperforming assets.
- Workshop: presenting a deal recommendation and integration plan before a review panel.

Conclusion

By successfully completing Mergers and Acquisitions Training Course, participants will have acquired the knowledge to originate, evaluate, negotiate and complete transactions. They will understand deal strategy, valuation, due diligence, structuring, acquisition accounting and integration, and they will know how to present a deal case that withstands board challenge. As a result, delegates improve transaction outcomes and protect shareholder value. Gentex Training Center builds the programme around current M&A practice.

FAQs for the Mergers and Acquisitions course

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Q1 What is the "Mergers and Acquisitions" course about?

It covers the full transaction process from strategy to integration. You learn target screening, valuation, synergy analysis, due diligence, deal structuring and financing, negotiation, acquisition accounting and post-merger integration, with practical deal case work.

Q2 What are the key benefits of the "Mergers and Acquisitions" course?

You gain a disciplined process for evaluating deals rather than relying on the strength of a pitch. You also improve valuation quality, reduce due diligence surprises, structure terms that protect value, and improve the odds that promised synergies are actually delivered.

Q3 What skills will I gain from the "Mergers and Acquisitions" course?

You will gain M&A strategy and target screening, target valuation and synergy analysis, due diligence planning and risk assessment, and deal structuring, negotiation and integration planning.

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Q4 What tools, methods, or standards are covered in the "Mergers and Acquisitions" course?

The course covers discounted cash flow valuation with WACC and terminal value, trading multiples and precedent transaction analysis, accretion and dilution modelling, quality of earnings and normalisation reviews, working capital and completion accounts mechanisms, earn-out and deferred consideration structuring, merger control and regulatory approval processes, and IFRS 3 acquisition accounting with goodwill and fair value adjustments.

Q5 How is the "Mergers and Acquisitions" course applied in real-world practice?

Graduates apply it to screen and prioritise acquisition targets, value businesses and model deal economics, lead due diligence workstreams, negotiate term sheets and consideration structures, evaluate regulatory approval risk, apply acquisition accounting, and plan integration with synergy tracking against the deal case.