

DEREE COLLEGE SYLLABUS FOR: AF 4096 MERGERS AND ACQUISITIONS

(Updated Fall 2021)

UK LEVEL: 6
UK CREDITS: 15
US CREDITS: 3/0/3

PREREQUISITES:

None

CATALOG DESCRIPTION:

Application of principles and techniques of financial accounting to issues related M&A transactions. Comprehensive review of purpose, approaches, tools and techniques to undertake M&A decisions.

RATIONALE:

The purpose of this course is to describe the role that M&A have in today's corporate environment and make clear that M&A transactions have an explicit role in today's business transactions offering to companies a competitive advantage.

LEARNING OUTCOMES:

- As a result of taking this course, the student should be able to:
1. Assess all aspects of M&A transactions, namely strategic, financial accounting, negotiations, legal, and cultural
 2. Demonstrate critical understanding of key subjects pertinent to M&A deals, such as negotiation tactics and valuation methods
 3. Apply the critical competencies needed for successful decision-making and implementation of M&A projects
 4. Critically analyze frameworks for integrating the various stages of an acquisition

METHOD OF TEACHING AND LEARNING:

- In congruence with the teaching and learning strategy of the college, the following set of tools are used:
- Class lectures, interactive learning (class discussions) and practical problems solved in class.
 - Exercises and primary source documents assigned as homework and discussed in class.
 - Office hours: students are encouraged to make full use of the office hours of their instructor.
 - Use of Blackboard.
 - Use of financial databases for data collection.

ASSESSMENT:

Summative:

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| 1 st assessment: Individual project (2,600-2,800 words); individual presentation | 50% |
| Final assessment: In-class written examination (Two-hour, closed-book, comprehensive) | 50% |

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| | <p>Formative:</p> <table border="1" data-bbox="618 275 1409 344"> <tr> <td data-bbox="618 275 1219 344">Diagnostic coursework (homework questions, assignments, mock tests)</td> <td data-bbox="1219 275 1409 344">0%</td> </tr> </table> <p>The formative assessment prepares students for the summative assessments and ensures that students are actively engaged during the term.</p> <p>The 1st assessment tests Learning Outcomes 1, 2 and 4. The final assessment tests Learning Outcomes 1, 2, 3 and 4.</p> <p>The final grade for this module will be determined by averaging all summative assessment grades, based on the predetermined weights for each assessment. If students pass the comprehensive assessment that tests all Learning Outcomes for this module and the average grade for the module is 40 or higher, students are not required to resit any failed assessments.</p> | Diagnostic coursework (homework questions, assignments, mock tests) | 0% |
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| INDICATIVE READING: | <p>REQUIRED READING:</p> <p>Patrick, Y. and A. Gaughan, A. Mergers, Acquisitions, and Corporate Restructurings, Latest Edition, e-book, Wiley.</p> <p>Other library sources, including journal articles accessible through the Library, as assigned by the instructor.</p> <p>RECOMMENDED READING:</p> <p>Case studies posted on Blackboard or distributed by the professor in class.</p> | | |
| INDICATIVE MATERIAL: <i>(E.g. audiovisual, digital material, etc.)</i> | <p>REQUIRED MATERIAL: N/A</p> <p>RECOMMENDED MATERIAL: N/A</p> | | |
| COMMUNICATION REQUIREMENTS: | Use of appropriate academic conventions as applicable in oral and written communications. | | |
| SOFTWARE REQUIREMENTS: | Excel, Word, PowerPoint, Refinitiv, Bloomberg | | |
| WWW RESOURCES: | <p>https://imaa-institute.org/ https://dealroom.net www.thomsonreuters.com https://corporatefinanceinstitute.com</p> | | |

INDICATIVE CONTENT:

1. Introduction to M&A:
Reasons for Mergers and Acquisitions, types of mergers
2. Valuation and modelling
3. Strategic planning of M&A
4. Financing and refinancing
5. Corporate restructuring
6. Joint ventures and strategic alliances
7. Tax issues in M&A