Management & leadership · ML96

# Alliances and Acquisitions

Successful Business Estimate & Due care in Tough Time

| Duration | Fee | Category |
|---|---|---|
| **1 Week** | **from £1,400** | **Management & leadership** |
| Ref | Language | Certificate |
| **ML96** | **English** | **Certificate of attendance** |

## Introduction

This training course will teach you the skills necessary to conduct successful transactions even in difficult times. Because of the challenging business environment, all companies must consider acquisitions as a means of expanding their operations; they cannot rely solely on organic growth.

The difficult financial environment, on the other hand, will put additional pressure on managers to maximize the value of their acquisition.

Deviations between actual results and original forecasts will raise concerns about the economics of a transaction. This means that achieving success in today's environment is both more important and more difficult.

The challenge for management is to outperform the market and execute deals that deliver the value investors expect - this training course will introduce you to the skills that will help you make successful transactions even in difficult times, such as due diligence and business valuation techniques.

### This course will focus on:

- Why are companies acquisitive?
- When is due diligence required?
- What are the principles of a business valuation?
- Ultimately, it’s all about the integration

## Course Objectives of Alliances and Acquisitions

### At the end of this course, you will have acquired to:

- Develop an acquisition strategy
- Apply principles of due diligence
- Overcome the most common due diligence faults
- Appreciate valuation drivers and apply them to valuing a business
- Design a 100-day integration plan to complete your successful acquisition

## Course Methodology of Alliances and Acquisitions

Your experienced presenter will lead you through the technical approach to achieving successful mergers and acquisitions.

Throughout the week you will work through a case study of an acquisition and present your findings to reinforce the learning.

You will also discuss case studies drawn from real-life companies and examples of what when wrong in mergers and acquisitions.

A due diligence checklist and valuation templates will be provided.

## Organizational Impact of Alliances and Acquisitions

Mergers and Acquisitions are complex. The good news for organizations is that there is a tried and tested method for due diligence and there are business valuation techniques that the attendees will learn in class and through case studies.

## Personal Impact of Mergers and Acquisitions

Skills learned at this training course will have a positive impact on your career at any organization.

### Participants will also benefit from applying their knowledge:

- Investigation and analysis skills
- Consistent process
- Presentation skills

## Target Audience of Alliances and Acquisitions

Those working within the management of medium to large corporations who are entrusted with the task of Due Diligence and/or Valuation would benefit from this course. It will also be useful for those involved in banks, other financial institutions, and regulators that require further knowledge regarding the merger and acquisition activities of their clients.

### This course is suitable for a wide range of professionals but will greatly benefit:

- General Management
- Financial Management
- Legal Management
- Human Resource Managers
- Strategic Managers
- Bank Credit Managers

## Course Outline of Alliances and Acquisitions

### DAY 1

### Introduction and Business Strategy

- Overview of Mergers and Acquisitions and their Evolution

- How deals fit into a business’s growth strategy?
- What type of acquisitions would be suitable for your firm?
- What we can learn from real-life case studies?

### DAY 2

### Definitions and Principal Players

- Definitions involve in Mergers and Acquisitions and Due Diligence
- Type of Acquisitions
- Types of Due Diligence including Legal, HR, Operational, Commercial
- Roles of the Parties
- How will we recognize success?

### DAY 3

### Financial Due Diligence

- When is due diligence required?
- The Phases of Due Diligence
- You will Review the Standard Checklists and Appreciate When and When Not These are Relevant
- Discussion: Cultural and Economic Differences in the Gulf for Due Diligence

### DAY 4

### Business Valuation

- Providing an Accurate Valuation of the Target is Vital
- Learning about the Alternative Business Valuation Techniques and Importantly When to Use Each One
- Consider the Potential Synergies to Your Firm and also the Sensitivities to Key Dependencies
- The Role of Finance and Leveraging Transactions

### DAY 5

### Integration

- It is not just about the financial matters and therefore you will learn the importance of Human Resources, culture and systems to the success of the deal
- You will present the final results of your case study
- A Sound Merger and Acquisition Process has considered all aspects of integration and planned for success

## Dates & Venues

| Date | Venue | Duration | Fee |
|---|---|---|---|
| 23 - 27 Nov 2026 | Amsterdam | 1 Week | £5,150 |
| 29 Nov 2026 - 3 Dec 2026 | Dubai | 1 Week | £3,650 |
| 30 Nov 2026 - 4 Dec 2026 | London | 1 Week | £5,000 |
| 6 - 10 Dec 2026 | Sharm El-Sheikh (Egypt) | 1 Week | £3,500 |
| 13 - 17 Dec 2026 | Online | 1 Week | £1,400 |
| 14 - 18 Dec 2026 | Madrid | 1 Week | £5,000 |
| 20 - 24 Dec 2026 | Istanbul | 1 Week | £5,000 |
| 21 - 25 Dec 2026 | Paris | 1 Week | £5,150 |
| 27 - 31 Dec 2026 | Cairo | 1 Week | £3,100 |

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