# M&A Mergers & Acquisitions Strategies Course

27 – 31 December 2026
Tokyo (Japan)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

MERCURY

# M&A Mergers & Acquisitions Strategies Course

**Ref:** 9158_1058559 **Date:** 27 – 31 December 2026 **Location:** Tokyo (Japan) **Fees:** 7500 Euro

## Introduction:

This practical M&A mergers and acquisitions strategies course covers the critical steps in the Mergers and Acquisitions process, from the initial step of valuing a company's shares to closing the deal. Whether or not participants practice M&A, this course will provide them with an insider's look into what is an undeniable major force in today's corporate arena.

This M&A mergers and acquisitions strategies course will give participants an A-Z understanding of the M&A process and the ability to evaluate whether a merger or acquisition fits with their organization's strategy. As a result, they will identify the most lucrative M&A opportunities, select the best partners, and maximize the deal's reward.

## What are M&A Mergers & Acquisitions Strategies?

In an ever-evolving corporate landscape, the M&A mergers and acquisitions strategies course serves as a thorough primer for professionals looking to deepen their understanding of the complexities of M&A.

This M&A mergers and acquisitions strategies course is meticulously designed to equip participants with the knowledge and skills to navigate and strategize mergers and acquisitions, ensuring they align with their organizations' overarching corporate strategies.

As part of their learning journey, participants will be awarded a mergers and acquisitions certification, a testament to their expertise in this critical field of corporate finance. The M&A mergers and acquisitions strategies course offers substantial corporate training for mergers and acquisitions, setting the standard for mergers and acquisitions training.

Whether a beginner or a seasoned professional, this mergers and acquisition course will enhance your strategic approach to talent acquisition strategy training and provide a comprehensive acquisition strategy toolbox.

## Targeted Groups:

This M&A mergers and acquisitions strategies course is suitable for anyone involved in identifying, planning, and executing a Mergers and Acquisitions opportunity.

This M&A mergers and acquisitions strategies training includes CEOs, managing directors, general managers, financial directors, accountants, board members, commercial directors, business development directors, strategy planners, and analysts.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

## Course Objectives:

By the end of this M&A mergers and acquisitions strategies course, participants will be able to:

- Identify attractive Mergers and Acquisitions M&A opportunities.
- Formulate the initial steps and the preliminary agreements for a merger or acquisition.
- Carry out full due diligence into the state of affairs of a target company.
- Understand the Share Purchase Agreement SPA and the Asset Purchase Agreement APA.
- Take an active role in a merger or acquisition's exchange and completion stages.
- Be a practical part of the post-merger integration to ensure the smooth running of the new organization.

## Targeted Competencies:

By the end of this M&A mergers and acquisitions strategies training, target competencies will:

- Identifying M&A opportunities.
- Due Diligence.
- Organizing Acquisitions.
- Structuring Negotiations.
- Post-acquisition Integration.
- Post-acquisition Audit.

## Course Content:

### Unit 1: Fundamentals of Mergers and Acquisitions:

- Distinction between mergers and acquisitions.
- Why do acquisitions take place?
- Diversification.
- Consolidation.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

## Unit 2: The Main Distinct Stages of Acquisitions:

- Corporate strategy development.
- Organizing for acquisitions.
- Deal structuring and negotiations.
- Post-acquisition integration.
- Post-acquisition audit.

## Unit 3: Structuring The Merger or Acquisition:

- Drafting preliminary documents.
- Heads of terms - legally binding?
- Confidentiality agreement.
- Lockout/exclusivity agreements.
- How to structure the acquisition.
- Share sale.
- Business sale.
- Hive down of the business followed by a share sale.

## Unit 4: Share Sale VS Business Sale:

- Advantages and disadvantages of share sale: seller versus buyer.
- Transactions.
- Third-Party consent.
- Stamp Duty.
- Liabilities.
- Avoiding TUPE Transfer of Undertakings, Protection of Employment.
- Warranties.
- Advantages and disadvantages of business sale: Seller VS Buyer.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

## Unit 5: Structuring The Deal:

- How to price the acquisition.
- The due diligence process.
- Objectives.
- Structure.
- Scope.
- The Purchase Agreements.
- Asset Purchase Agreement versus Share Purchase Agreement.

## Unit 6: Post-Acquisition:

- Importance of warranties and indemnities.
- Effects of the breach.
- How do we minimize claims?
- Contractual protection for the seller.
- Disclosure letter.
- Intellectual property and environmental issues.
- Merger control and completion.