



Mergers, Acquisitions and Restructuring

Unlock M&A Strategy,
Valuation and Execution

Overview

Global experts are predicting an oncoming economic slowdown because of inflationary pressures. Market consolidation is a predictable outcome in such a situation with giant mergers and acquisitions taking place routinely. The last time such record-breaking activity was observed was in 2007, right before the global financial crisis of 2008.

Mergers and acquisitions are often the fastest way to grow, and they hold the potential to unlock significant synergies beyond merely growing the top line. They also help companies acquire unique assets and quickly build capabilities to gain strategic advantage and expand their market share. Companies on the receiving end of a takeover often feel threatened due to the lack of deep insights and invaluable knowledge about the inner machinations of Mergers, Acquisitions, and Restructuring.

Programme impact

DIVE DEEP INTO THE WORLD OF M&A

This 3-day programme has been designed as an intensive boot camp to familiarise leaders with the whole mergers, acquisitions and restructuring process from understanding the underlying business strategy, and valuation to execution and post-merger management. You will learn proven offensive and defensive frameworks and gain a broad understanding of the strategy, execution, legal components, and risks involved in M&A.

Attending this programme will not only train you to take a zoomed-out, holistic view of the highly complex process with multiple moving targets but also help you encounter M&A on the front foot by developing your confidence.

“Global mergers and acquisitions hit an all-time record high of USD 5.1 trillion in 2021, including 130 megadeals with a deal value greater than USD 5 billion. Optimism remains high for another supercharged year of dealmaking in 2022, despite growing market headwinds.”

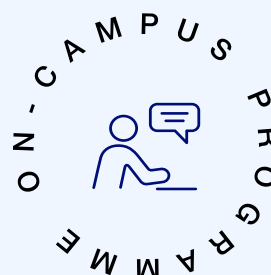
PwC Global M&A
Industry Trends: 2022
Outlook

Dates and Programme Fees

September 22-24,
2022

Programme Fees:
INR 1,60,000 + taxes

Location:
Hyderabad



Key Takeaways

Through faculty presentations, group discussions, and sessions from industry practitioners, you will be able to gain focus on how to navigate mergers, acquisitions and restructuring activities.

Some key topics include:

- Understanding the preliminaries such as the firm's valuation and corporate and management practices
- Learning to capture value through M&A and creating synergies of revenue and cost
- Examining the best practices of due diligence and transaction structuring in M&As
- Analysing the numbers to determine whether both parties can derive the "benefit of the bargain"
- Navigating complex multi-party, multi-issue negotiations and deals that help improve business performance

Who Should Attend

The programme has been specially curated for senior executives who are responsible or involved in inorganic growth within their organisations such as:

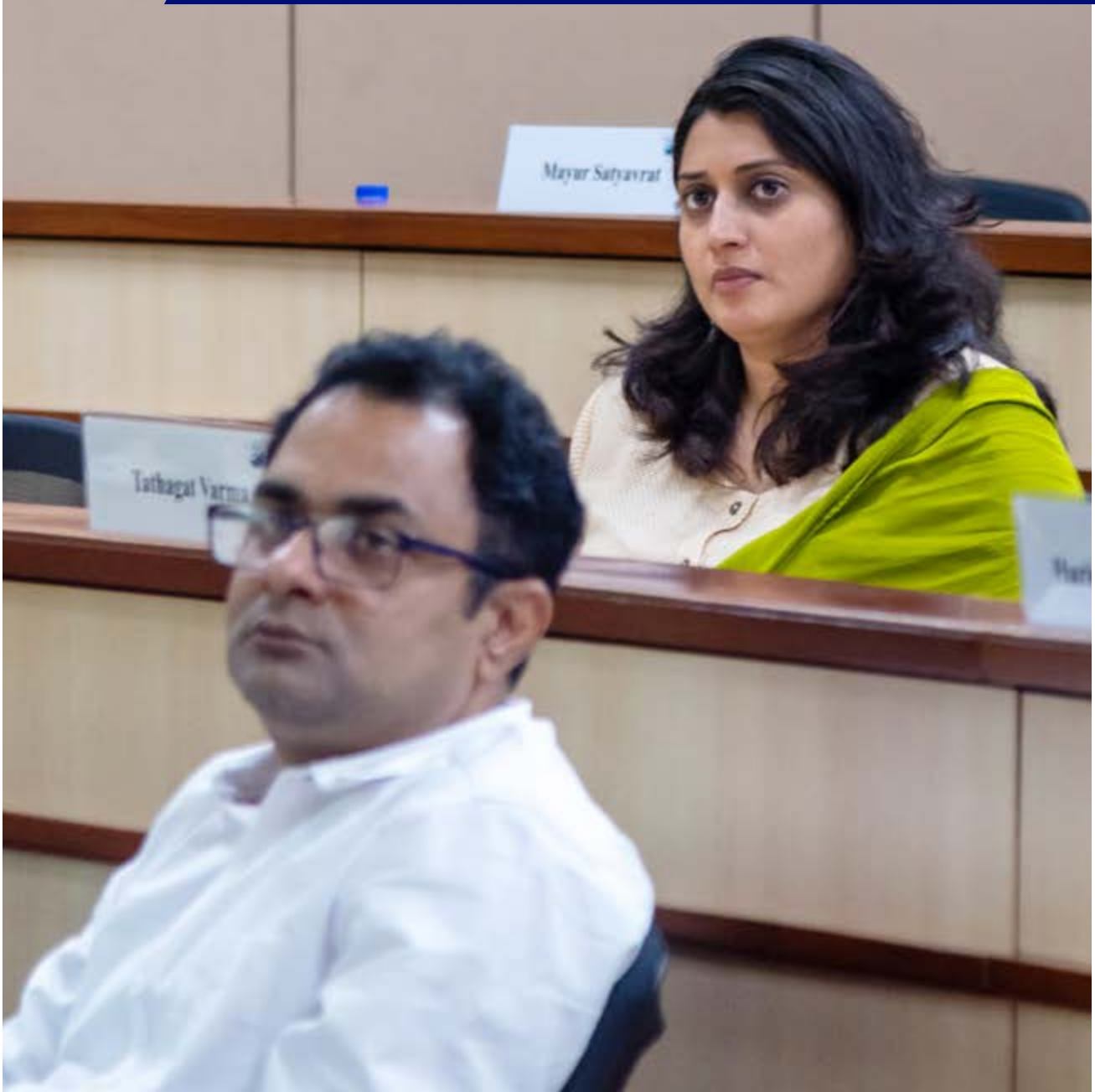
- Senior executives who plan the strategic course for growth and oversee the firm's investment portfolio
- Managing Directors, CEOs, CFOs, COOs, Chief Investment Officers
- Director of Financial Reporting/Financial Services/Regulatory
- Corporate Affairs/Risk Management
- Start-up Founders
- Senior Professionals in corporate finance, capital markets, or investment management
- Consultants, Legal Counsel, and Advisors who serve in the role of sourcing, executing, managing, or integrating M&A transactions



The ISB Advantage

Leaders and organisations today must continually reinvent themselves to navigate complex disruptive environments and create and renew their competitive advantage over time.

ISB Executive Education empowers executives with the skills, mindsets and vibrant networks required to manage and lead in this new world and achieve their distinctive personal and professional goals.



Globally Renowned Faculty

ISB faculty includes leading academics with strong domain expertise that is drawn from extensive research, real-world engagements, and rich teaching experience in top global business schools. The faculty also includes accomplished industry practitioners, who have been at the helm of global businesses. These experts will challenge your existing way of thinking, broaden your horizons to include new perspectives on complex problems and their solutions, and empower you to effect innovative ideas and change in your organisations

Research-backed Thought Leadership

ISB is ranked #1 amongst all business schools in India for research. At our research centres and institutes, faculty collaborate with top minds in the industry and government to develop ground-breaking thought leadership. Participants and their learning journeys will benefit from this rich expertise and its applications in the classroom through novel instructional content and assessments, extensive coaching, and a diverse selection of case studies.

Deep Expertise in Emerging Markets

Emerging economies in the East and South are slated to grow twice as fast as the more established, advanced economies in North America, Western Europe and Japan. Asia is at the centre of this growth story, with India and China poised to contribute 50% of the global economic output by 2050. Immense opportunities await companies that can navigate the unique and formidable challenges of these markets. Unlike most leading global business schools, ISB has developed rigorous intellectual capital and a vast number of case studies that explore critical challenges facing

organisations and leaders in these markets. Further, embeddedness in a rich ecosystem of business, government and think tanks allows ISB to deliver practical knowledge and craft holistic learning experiences to both local and global companies looking to compete and succeed in emerging markets.

Future-ready Perspectives

ISB Executive Education programmes speak to the new and continually evolving realities of modern work and businesses, including heightened connectivity, lower barriers to entry and scale, unprecedented automation, and shifting demographics. Our learning interventions will help you discover organisational “unlocks” and create future-ready companies that are aware, nimble, and continually learning and innovating to thrive in the next normal.

Transformational Learning Experience

ISB Executive Education programmes are replete with distinctive teaching methodologies and an intensive and challenging learning environment that pushes participants’ learning horizons beyond their pre-existing beliefs. Through lectures from distinguished faculty, local and global case studies, business simulations, and group discussions with extraordinary peers from a broad range of industries, regions, and functions, you will be equipped with the strategies, tools and insights required to transform your thinking and achieve ambitious business objectives. You will return to your organisation, fully ready to apply what you have learned. You will also take with you a rich network of relationships that will enrich your personal and professional lives long after you complete the programme.

Programme Curriculum

The programme includes five modules, introducing participants to financial accounting principles, operating and financial synergies, project financing, critical negotiation skills and much more to ensure deal success.

Module 1

Preliminaries

Sep 22, 2022 | 9.00 AM to 1.00 PM

Gain an overview of valuation from an end-user perspective. Evaluate the performance of your firm's corporate and management practices.

- Understanding financial accounting principles such as free cash flows and valuation techniques
- Explore the choices of debt and equity

Module 2

Mergers and Acquisitions

Sep 22, 2022 | 2.00 PM to 5.30 PM

Explore and identify the operational and financial commonalities to consider during an M&A process.

- Operating synergies
- Financial synergies
- Empirical evidence on M&A

Module 3

Spin-offs and project financing

Sep 23, 2022 | 9.00 AM to 1.00 PM

Unravel the complexities of restructuring and unlock optimal value for firms.

- Unlocking value by restructuring
- Understand limited liability and project financing

Module 4

Bankruptcy

Sep 23, 2022 | 2.00 PM to 5.30 PM

Learn about the possible disrupting outcomes of an M&A process.

- Bankruptcy and liquidation: rationale, process, and legislation
- Bankruptcy protection and reorganisation

Module 5

Negotiation Skills

Sep 24, 2022 | 9.00 AM to 5.00 PM

Deepen your understanding of the complexities involved while negotiating during an M&A.

- Explore scenarios/role playing around negotiating price, currency (cash vs. shares) and terms of acquisitions or other such deals
- Learn about multi-stakeholder negotiation contextualised for M&A

World-class Faculty

ISB Executive Education programmes are conceptualised and taught by globally renowned faculty who are leading academicians, researchers, and accomplished industry practitioners. Through their advanced research and industry consulting experience, you will learn real-world skills that will help you solve complex business challenges in your organisation.



Krishnamurthy Subramanian

Professor, Finance;
Former Chief Economic Advisor, GOI



Pooja Mishra

Assistant Professor, Organisational
Behaviour



Ramana Sonti

Associate Professor of Practice, Finance

Admission Criteria and Selection

This programme does not have any formal education requirements. However, we admit candidates based on their professional experience and organisational responsibilities. We encourage you to apply as early as possible to secure your seat in the programme.

Executive Benefits

Receive an official certificate from ISB Executive Education, formal recognition of your professional development. On successful completion of an ISB Executive Education programme, participants gain exclusive access to the ISB Executive Network, a vast learning community of over 49,000 senior executives and entrepreneurs.

[Apply Now](#)



The On-campus sessions are subject to evolving global situation. Programme content, dates, schedule, fees, delivery platforms, and faculty are subject to change. The programme fee includes food and accommodation at the ISB campus or an equivalent facility based on availability.



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ISB Executive Education reserves the right to make changes in the programme without prior notice. Please check with marketing services for the final schedule.

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