



# Postgraduate Certificate

Corporate Finance and M&A in Business Consulting

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Global University

» Accreditation: 6 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates, engineers, architects and equivalents, who have already started a professional career in consulting

Website: www.techtitute.com/us/school-of-business/postgraduate-certificate/corporate-finance-mya-business-consulting

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Certificate

# 01 **Welcome**

Corporate finance is one of the economic fields that has undergone more transformations in recent years due to the irruption of numerous technological companies and other processes such as digitalization. As such, companies need specialists oriented towards these areas, which is why this program is designed as a great opportunity for all those who wish to delve into this type of finance. In this way, and through a 100% online teaching methodology, students will increase their options to progress in this exciting professional field. It is worth mentioning that the itinerary includes the participation of a renowned International Guest Director, who will give an exhaustive Masterclass on the most recent trends in the field of Corporate Finance.









# tech 08 | Why Study at TECH?

### At TECH Global University



#### **Innovation**

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000

+200

executives prepared each year

different nationalities



#### **Empowerment**

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500

collaborative agreements with leading companies



#### **Talent**

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent



#### **Multicultural Context**

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



### Why Study at TECH? | 09 tech

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### **Analysis**

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills



#### Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



#### **Academic Excellence**

TECH offers students the best online learning methodology. The university combines the *Relearning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



At TECH you will have access to the most rigorous and up-to-date case analyses in the academic setting"



### **Economy of Scale**

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





## tech 12 | Why Our Program?

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:



### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of students achieve positive career development in less than 2 years.



# Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.



### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.



### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.



### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.



### Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help themdevelop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.



### Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.



### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Global University community.

We give you the opportunity to study with a team of world-renowned teachers.





## tech 16 | Objectives

TECH makes the goals of their students their own goals too.

Working together to achieve them

This Postgraduate Certificate in Corporate Finance and M&A in Business Consulting prepares students to:



Help students understand and strengthen their knowledge of structural finance and its importance in the company, as well as corporate operations.



Identify the different types of corporations in terms of organizational model.



Obtain an overview of the main investment and financing decisions and tools, as well as inorganic growth processes.





Understand the possibilities of fundraising in the capital markets and the implications of corporate M&A transactions.



Understand how the finance function is organized in companies, and what operating models exist in business organizations.



Understand the elements of a structure and methodology of analysis of an industrial sector, or for a company



Know all the particularities of corporate finance and the role of consulting in this field.



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Prepare the professional to accurately and thoroughly analyze corporate mergers and acquisitions.

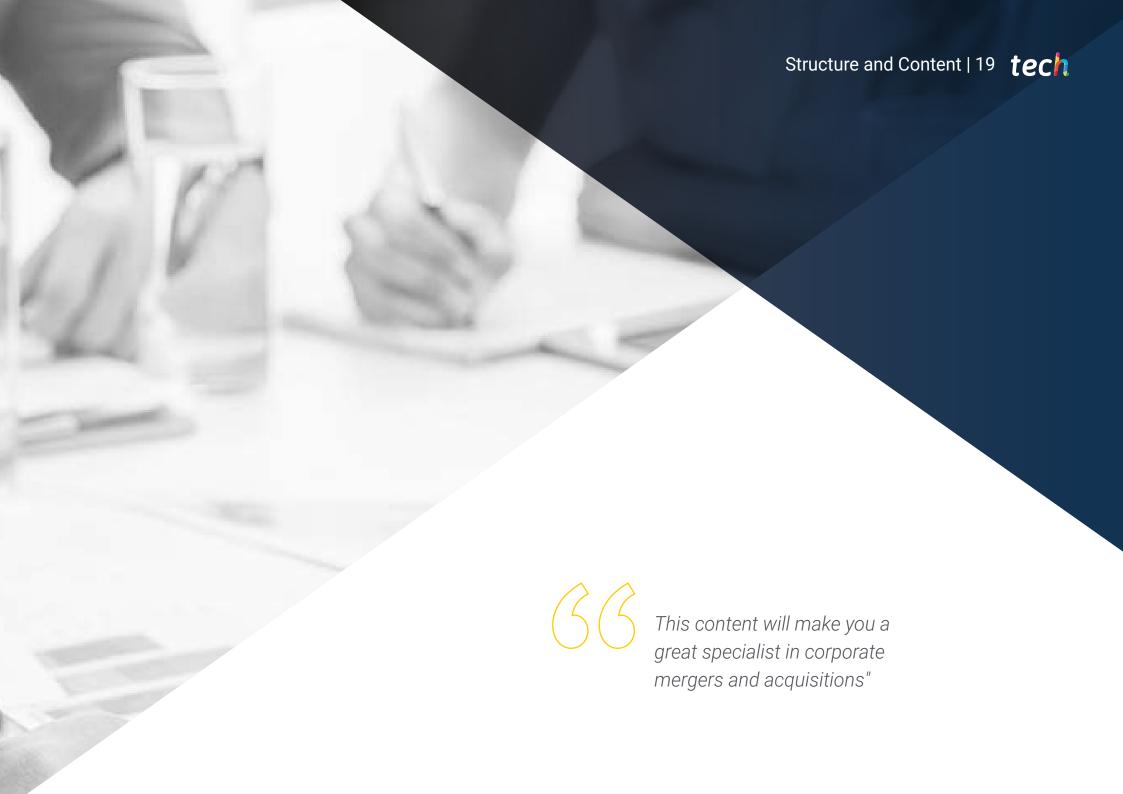


Master the key elements in the merger and acquisition process.



Propose solutions to existing problems in a merger.





### tech 20 | Structure and Content

### **Syllabus**

Mergers and acquisitions are the order of the day. Some companies grow and see the opportunity to acquire organizations, either rival corporations or those in complementary sectors. Other companies are attempting mergers to avoid compromising their structure. Therefore, it was a time of economic upheaval.

For this reason, one of the most soughtafter professionals is the business consultant specialized in corporate finance and M&A. This professional profile provides solutions to the problems arising in these complex processes. However, the current situation makes it necessary to keep up to date in many areas: applicable regulations, business valuation and obtaining financing. This Postgraduate Certificate brings students closer to the latest developments in these processes, since it will allow them to delve into issues such as financial analysis, investment projects, asset valuation methods or equity markets.

In this way, this program provides a complete overview of this type of finance and will turn the student into a true specialist in this type of operations.

This Postgraduate Certificate is developed over 6 weeks and consists of 1 module:

Module 1

Corporate Finance and M&A



### Where, When and How is it Taught?

TECH offers the possibility of developing this Professional Certificate in Corporate Finance y M&A in Business Consulting fully online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow them to selfmanage their study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

# tech 22 | Structure and Content

Module 1. Corporate Finance y M&A			
<ul> <li>1.1. Corporate Finance</li> <li>1.1.1. Financial Analysis. NOF, WC, Operating, Financial and Profitability Ratios</li> <li>1.1.2. Sustainable Growth or Without Extra Fundin</li> <li>1.1.3. Du-Pont or ROE Analysis</li> </ul>	1.2. The Value of Money Over Time 1.2.1. The Value of Money Over Time 1.2.2. Types of Cash flow 1.2.3. Discount Rates and Profitability 1.2.4. Discounted Cash Flows	<ul> <li>1.3. Valuation of Companies and Investment Projects</li> <li>1.3.1. Company Valuation</li> <li>1.3.2. Investment Project Analysis and Valuation Tools: NPV, TiR and Payback</li> <li>1.3.3. Equity Valuation Methods</li> <li>1.3.4. Valuation by Multipliers</li> <li>1.3.5. Valuation by DCF</li> <li>1.3.6. Advanced Aspects and Singularities in the Valuation</li> </ul>	<ul><li>1.4. Financing Decisions</li><li>1.4.1. Cost and Effects of the Debt</li><li>1.4.2. How Much Debt to Ask For</li><li>1.4.3. Type of Debt</li><li>1.4.4. Bank Financing Instruments</li></ul>
<ul><li>1.5. Alternatives to Bank Financing</li><li>1.5.1. The Importance of Diversification</li><li>1.5.2. Direct Lending</li><li>1.5.3. Participative Financing</li></ul>	<ul><li>1.6. Debt Refinancing</li><li>1.6.1. Refinancing Process</li><li>1.6.2. IBR</li><li>1.6.3. Refinancing Agreement</li><li>1.6.4. Judicial Approval</li></ul>	<ul> <li>1.7. Capital Markets</li> <li>1.7.1. Equity Markets</li> <li>1.7.2. Syndicated Loan Market</li> <li>1.7.3. Bond Markets</li> <li>1.7.4. Hybrid Capital Markets</li> <li>1.7.5. Foreign Exchange Markets</li> <li>1.7.6. Derivative Products</li> <li>1.7.7. Project Finance</li> </ul>	<ul> <li>1.8. Mergers and Acquisitions (M&amp;A)</li> <li>1.8.1. Main Reasons for Mergers and Acquisitions</li> <li>1.8.2. What is an M&amp;A Process Like?</li> <li>1.8.3. Financing Structures in the M&amp;A Process</li> </ul>
<ul> <li>1.9. Financial Due Diligence</li> <li>1.9.1. Fundamentals of Financial DD</li> <li>1.9.2. P&amp;L Review</li> <li>1.9.3. Balance Sheet Review</li> <li>1.9.4. Cash FlowsReview</li> <li>1.9.5. Relevant Aspects in the Process</li> </ul>	<ul> <li>1.10. Private Equity and Venture Capital</li> <li>1.10.1. PE Investment Typologies</li> <li>1.10.2. Instrumentation and Financing of PE Operations</li> <li>1.10.3. Compensation Mechanisms for the Management Team and Equity Structuring</li> </ul>		





The best corporate finance content focused on consulting is here. Great career opportunities will be waiting for you when you complete the program"



This program offers students a different way of learning. Our methodology uses a cyclical learning approach: *Relearning*.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.

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## tech 26 | Methodology

# TECH Business School uses the Case Study to contextualize all content.

Our program offers a revolutionary method of skills and knowledge development. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.





This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

### A learning method that is different and innovative.

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.



You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments."

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They will have to combine all their knowledge and research, and argue and defend their ideas and decisions.

## tech 28 | Methodology

### Relearning Methodology

TECH effectively balances the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an Internet connection.

At TECH they will learn using a cutting-edge methodology designed to prepare the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



### Methodology | 29 **tech**

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we balance each of these elements concentrically. This methodology has prepared more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, and financial markets and instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called Neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:



#### **Study Material**

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then adapted in audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high-quality pieces in each and every one of the materials that are made available to the student.



#### **Classes**

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



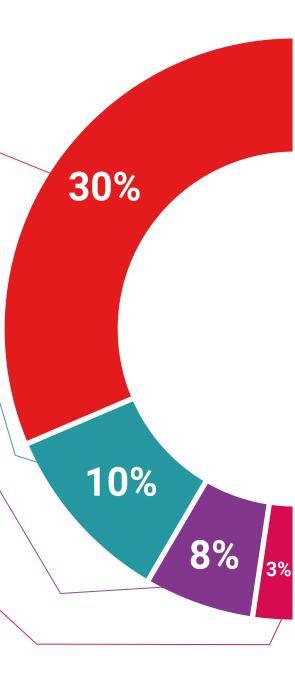
### **Management Skills Exercises**

They will carry out activities to develop specific executive skills in each thematic field. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



#### **Additional Reading**

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





They will complete a selection of the best business cases used at Harvard Business School. Cases that are presented, analyzed, and supervised by the best senior management specialists in Latin America.



#### **Interactive Summaries**

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

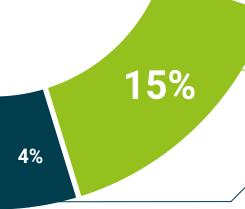


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

### **Testing & Retesting**

We periodically assess and re-assess students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



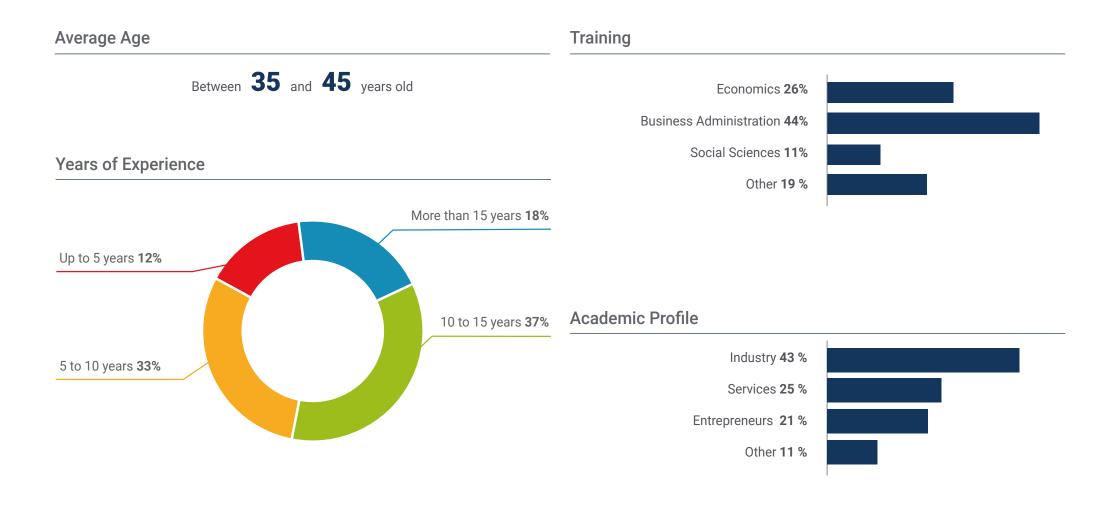


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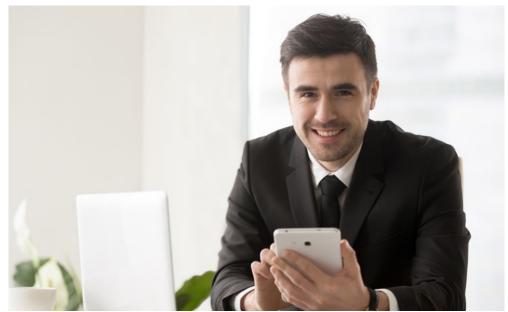


### tech 34 | Our Students' Profiles



### **Geographical Distribution**





# Mr. Basilio Martín

#### Expert consultant in M&A

"I didn't know what I was doing wrong but I was having a hard time reaching my goals
A professional colleague recommended me this TECH program and a few days after
finishing it I began to see how some large consulting firms were interested in my profile
and my skills This Postgraduate Certificate is designed according to the economic and
business reality of these days, that is the basis of its success"





#### **International Guest Director**

Awarded by the Public Relations Society of America for her scientific dissemination through multiple webinars, Erin Werthman has become a prestigious Business Administrator highly specialized in the field of Marketing and Communications.

As such, she has worked in international reference entities such as Collegis Education. Among her main achievements, she has developed integrated technology and operational efficiency solutions that have significantly optimized the operational activities of institutions. For example, she has managed a client portfolio of more than 15 million dollars, while obtaining a gross profit margin of 58%. In this sense, it has also generated a collaborative work atmosphere, where work teams perform their functions with the highest quality to ensure customer satisfaction.

On the other hand, she has been in charge of preparing multiple corporate strategic plans in crisis situations. As a result, it has helped companies to enjoy an excellent image in the community. At the same time, by anticipating potential setbacks arising from its practice, she has ensured that entities can continue to operate effectively even under adverse conditions. She has also forged proactive and transparent relationships with the media. In this way, it has been able to maximize both the visibility and reputation of organizations.

In addition, in her commitment to excellence, she is a regular speaker at international conferences and symposiums. There she shares her holistic knowledge on subjects such as Social Responsibility, Public Relations or Advertising. It is worth mentioning that her professional performance has been rewarded on several occasions in the form of awards, such as the award she received at Rasmussen College for her leadership skills, resolute attitude and improvement of advertising campaigns.



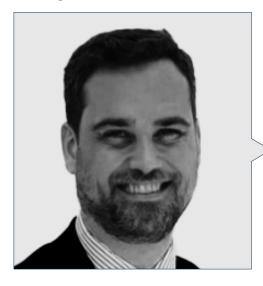
# Ms. Werthman, Erin

- Media Director and Associate Senior Partner at Bain & Company, Minnesota, United States
- Senior Managing Partner at Collegis Education, Bloomington, Minnesota
- Director of Media Strategy and Brand Development at Rasmussen College, Minneapolis
- Director of Public Relations and Development at the University of Illinois College of Medicine
- B.A. in English-Rhetorical Professional Writing at the University of Illinois Urbana-Champaign
- MBA in Business and Marketing from Benedictine University, Illinois v
- Bain Sustainability in Action Certification by Bain & Company
- Board Member Riverview Elementary School PTA Board Member



Thanks to TECH, you will be able to learn with the best professionals in the world"

#### Management



#### Mr. Pérez-Ayala, Luis Yusty

- Financial and Management Control Director in the Engineering, Infrastructure, Energy and Naval Areas of SENER.
- Travel & Hospitality Industry Technology Lead at Accenture. Spain, Portugal, Andorra and Israel
- Senior Manager at Accenture in the Intelligent Finance Area.
- Associate Director at EY in the CFO Services and Financial Accounting Advisory Services Area.
- Senior Manager at KPMG in the area of Business Consulting in the Financial Function.
- Lecturer in post-graduate studies related to Business Consulting.
- Degree in Business Administration and Management from the UCLM
- Degree in Economics from the UCLM
- Master's Degree in Revenue Management from Cornell University
- Master's Degree in Sales from Sales Business School
- Certificate Programs in Management Control, Financial Management and Taxation

#### **Professors**

#### Mr. Hernando Guijarro, Javier

- Partner of the Corporate Finance and Treasury Function at PwC Spain.
- Head of the Treasury & Finance service line at PwC Spain.
- Manager of the External Audit Department of Financial Entities at Ernst & Young.
   Madrid
- Co-author of the book The Leader's Cube
- Lecturer in post-graduate studies
- Degree in Business Administration from Universidad Complutense de Madrid.
- Master's Degree in Financial Markets and Derivatives from the UNED
- Advanced Course in Auditing by the Autonomous University of Madrid

#### Mr. Safón, Pablo

- Senior Debt and Restructuring Manager at BDO Spain
- Senior Manager of the Financial Function area of PwC Spain.
- Financial and Investment Director at Dadelos Group.
- Consultant in the Financial Accounting Advisory Services area at EY Spain.
- Degree in Business Administration and Management from the Polytechnic University of Valencia
- Executive MBA IF Business School
- Master's Degree in Financial and Insurance Advisory Services from the Polytechnic University of Valencia

#### Mr. Gallego Cañas, Alberto

- Senior Manager and Finance Function at PwC
- Senior Manager at PwC Spain
- Senior Finance Specialist at Ecoembes
- Senior Finance Manager at Grupo SM
- Senior Consultant at Accenture
- Degree in Economics Madrid Complutense University
- MBA from ESCP Europe
- Advanced Corporate Finance Program from IEB



Take the opportunity to learn about the latest advances in this field in order to apply it to your daily practice"





# tech 44 | Impact on Your Career

# Are you ready to take the leap? Excellent professional development awaits you

This Postgraduate Certificate in Corporate Finance and M&A in Business Consulting from TECH is an intensive program that prepares students to face challenges and business decisions in the corporate and business environment. The main objective is to promote personal and professional growth. Helping students achieve success.

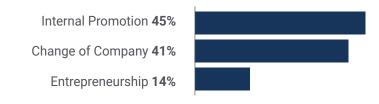
Many companies are looking for professionals with a profile focused on corporate finance. Don't keep them waiting.

Take advantage of the current situation and position yourself as a valuable professional thanks to this program.

### When the change occurs



#### Type of change



# Salary increase

This program represents a salary increase of more than 25% for our students

Salary before **54,500** 

A salary increase of

26.1%

Salary after **68,700** 





# tech 48 | Benefits for Your Company

Developing and retaining talent in companies is the best long-term investment.



#### Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.



# Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.



# **Building agents of change**

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.



## Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.





# **Project Development**

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.



## Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.





# tech 52 | Certificate

This program will allow you you to obtain a **Postgraduate Certificate in** 

**Corporate Finance and M&A in Business Consulting** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University**, is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University title**, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Postgraduate Certificate in Corporate Finance and M&A in Business Consulting ECTS: 6

Official No of Hours: 150 hours.



<sup>\*</sup>Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.



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