

# Postgraduate Certificate

## Due Diligence in Mergers and Acquisitions





## Postgraduate Certificate Due Diligence in Mergers and Acquisitions

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Global University
- » Accreditation: 6 ECTS
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University graduates who have previously completed any of the degrees in the field of Corporate Sciences, Economy and Law.

Website: [www.techtute.com/us/school-of-business/postgraduate-certificate/due-diligence-mergers-acquisitions](http://www.techtute.com/us/school-of-business/postgraduate-certificate/due-diligence-mergers-acquisitions)

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# 01 Welcome

In the field of Mergers and Acquisitions (M&A), the Due Diligence process plays a crucial role in assessing risks and opportunities. According to recent data, 75% of M&A transactions experience delays due to due diligence issues, such as discrepancies in asset valuation or regulatory non-compliance. This exhaustive scrutiny not only seeks to mitigate legal and financial risks, but also to ensure the effective integration of companies and organizational cultures, a key aspect for the long-term success of the transaction. At this juncture, TECH has developed a comprehensive 100% online program, adaptable to the individual needs of students, including their work and personal schedules. In addition, it is based on the revolutionary learning methodology known as Relearning.



Postgraduate Certificate in Due Diligence in Mergers and Acquisitions  
TECH Global University



“

*With this 100% online program, you will obtain specialized and updated knowledge on the critical evaluation and analysis processes, fundamental in corporate transactions”*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*



## 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**

executives prepared each year

**+200**

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.



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



### Analysis

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



### Academic Excellence

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TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



### Economy of Scale

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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 groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### Learn with the best

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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.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

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

**01**

### 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.*

**02**

### 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.*

**03**

### Consolidate the student's senior management skills

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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.*

**04**

### 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.*

05

### 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.*

06

### Thoroughly develop business projects.

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

*20% of our students develop their own business idea.*

07

### 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.*

08

### 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.*

# 04 Objectives

The objectives of this university program have been designed to provide a deep and specialized understanding of the critical processes involved in the evaluation of business transactions. Therefore, entrepreneurs will be specialized in the application of advanced techniques to perform a comprehensive and effective Due Diligence, addressing key aspects such as financial, legal, operational, commercial, human resources, technological, environmental and sustainability assessment. In addition, graduates will become familiar with the strategic importance of Due Diligence in minimizing risk and maximizing value.



“

*You will be prepared to face the complex challenges of today's business environment with an analytical and data-driven approach, thanks to the best teaching materials in the academic market”*



**TECH makes the goals of their students their own goals too**  
**Working together to achieve them**

The **Postgraduate Certificate in Due Diligence in Mergers and Acquisitions** will enable students to:

01

Generate specialized knowledge about Due Diligence

02

Substantiate the importance and objectives of Due Diligence in Mergers and Acquisitions

03

Compile the most advanced techniques and methods for conducting effective Due Diligence





04

Identify and mitigate potential risks and use the results of Due Diligence to make strategic decisions

05

Analyze the financial, legal, operational, commercial, HR, technology, environmental and sustainability due diligence process

06

Examine how to conduct integration of Due Diligence results

05

# Structure and Content

This Postgraduate Certificate in Due Diligence in Mergers and Acquisitions is delivered in a convenient 100% online format, allowing students to plan their own schedule and pace of study. Over 6 weeks, graduates will embark on a high-intensity experience that will lay the foundation for their success.



“

*You will deepen your understanding of the importance and objectives of Due Diligence, underlining its role in thoroughly evaluating all aspects of a transaction. What are you waiting for to enroll?"*

## Syllabus

In the current context of Mergers and Acquisitions, the Due Diligence process plays a fundamental role for companies seeking to minimize risks and maximize opportunities. In other words, there is a clear need for comprehensive and multifaceted due diligence ranging from legal and regulatory aspects to ethical and corporate reputation considerations.

This is how this Postgraduate Certificate was created, which substantiates the importance of Due Diligence as a cornerstone to assess and mitigate risks, as well as to identify strategic opportunities in mergers and acquisitions transactions. In addition, business professionals will be specialized in the compilation of advanced techniques and methods to carry out an effective and exhaustive Due Diligence.

The curriculum will also focus on the detailed analysis of the Due Diligence process in each of its dimensions, providing a comprehensive framework for assessing the feasibility and potential impact of each transaction. In this way, professionals will use innovative tools and approaches for data collection and analysis, as well as for the management of the information obtained during the due diligence process.

Finally, the challenges and opportunities associated with integrating due diligence findings into the organizational and operational structure of the acquiring company will be discussed. Practical approaches and relevant case studies that illustrate both best practices and lessons learned in the field of Mergers & Acquisitions will also be discussed.

In this context, TECH has designed a complete program that is fully online and highly flexible, so that the graduate will only require an electronic device with an Internet connection to access the didactic materials. In addition, it will be based on the innovative Relearning methodology, consisting of the reiteration of key concepts for the optimal and organic assimilation of the contents.

This Postgraduate Certificate is developed over 6 weeks and is divided into 1 module:

### Module 1

### Due Diligence in Mergers and Acquisitions



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

TECH offers the possibility of developing this Postgraduate Certificate in Due Diligence in Mergers and Acquisitions totally 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 self-manage their study time.

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



## Module 1. Due Diligence in Mergers and Acquisitions

### 1.1. Process of Due Diligence in Mergers and Acquisitions

- 1.1.1. Due Diligence
- 1.1.2. Stages of the Due Diligence Process
- 1.1.3. Planning and Execution

### 1.2. Financial Due Diligence

- 1.2.1. Financial Statements
- 1.2.2. Debt and Liquidity Analysis
- 1.2.3. Evaluation of Revenues and Costs

### 1.3. International Legal Due Diligence

- 1.3.1. Review of International Legal Documents
- 1.3.2. International Legal Risk Assessment
- 1.3.3. International Regulatory Compliance

### 1.4. Commercial Due Diligence

- 1.4.1. Market and Competition Analysis
- 1.4.2. Customer Portfolio Assessment
- 1.4.3. Growth Projections

### 1.5. Operational Due Diligence

- 1.5.1. Evaluation of Operational Processes
- 1.5.2. Supply Chain Analysis
- 1.5.3. Facilities and Assets Review

### 1.6. Human Resources Due Diligence

- 1.6.1. Organizational Structure Assessment
- 1.6.2. Compensation and Benefits Analysis
- 1.6.3. Talent Retention and Management

### 1.7. IT and Systems Due Diligence

- 1.7.1. IT Infrastructure Evaluation
- 1.7.2. Information Security
- 1.7.3. Systems Integration

### 1.8. Environmental Due Diligence

- 1.8.1. Environmental Impact Assessment
- 1.8.2. Compliance with Environmental Regulations
- 1.8.3. Environmental Risks and Liabilities

### 1.9. Fiscal Due Diligence

- 1.9.1. Review of Tax Obligations
- 1.9.2. Tax Risk Assessment
- 1.9.3. Post-Acquisition Tax Planning

### 1.10. Due Diligence Report

- 1.10.1. Structure of the Due Diligence Report
- 1.10.2. Presentation of Findings and Recommendations
- 1.10.3. Decision Making Based on the Report





“

*You will identify and mitigate potential risks through detailed assessments in key areas: financial, legal, operational, commercial, human resources, technology, environmental and sustainability”*

# 06

# Methodology

This academic 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.







*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

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

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

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world"*



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





## 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 must integrate all their knowledge, research, argue and defend their ideas and decisions.

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

## Relearning Methodology

TECH effectively combines 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 you will learn using a cutting-edge methodology designed to train 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.



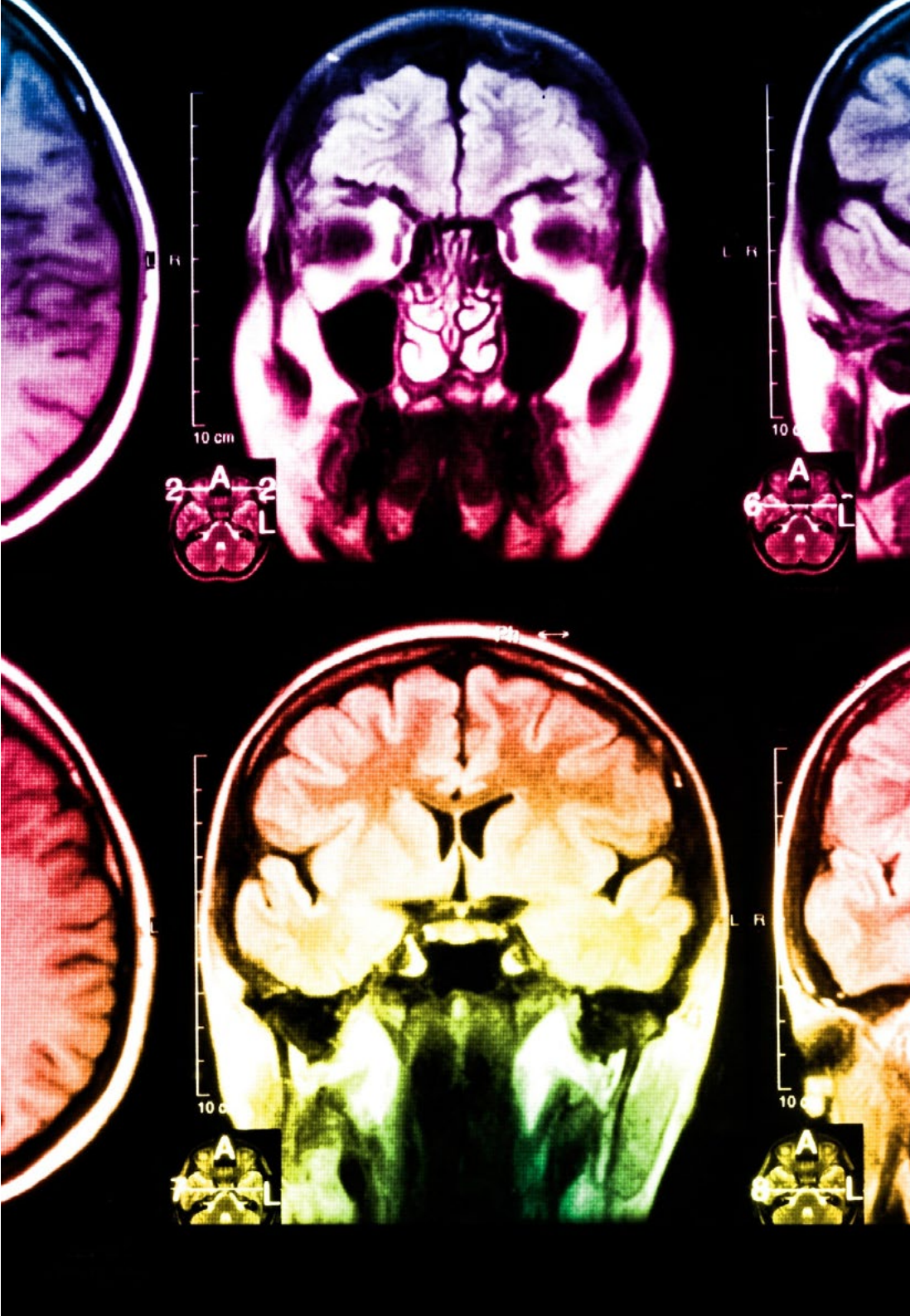
In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained 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, markets, and financial 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.*

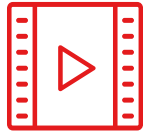
From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain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



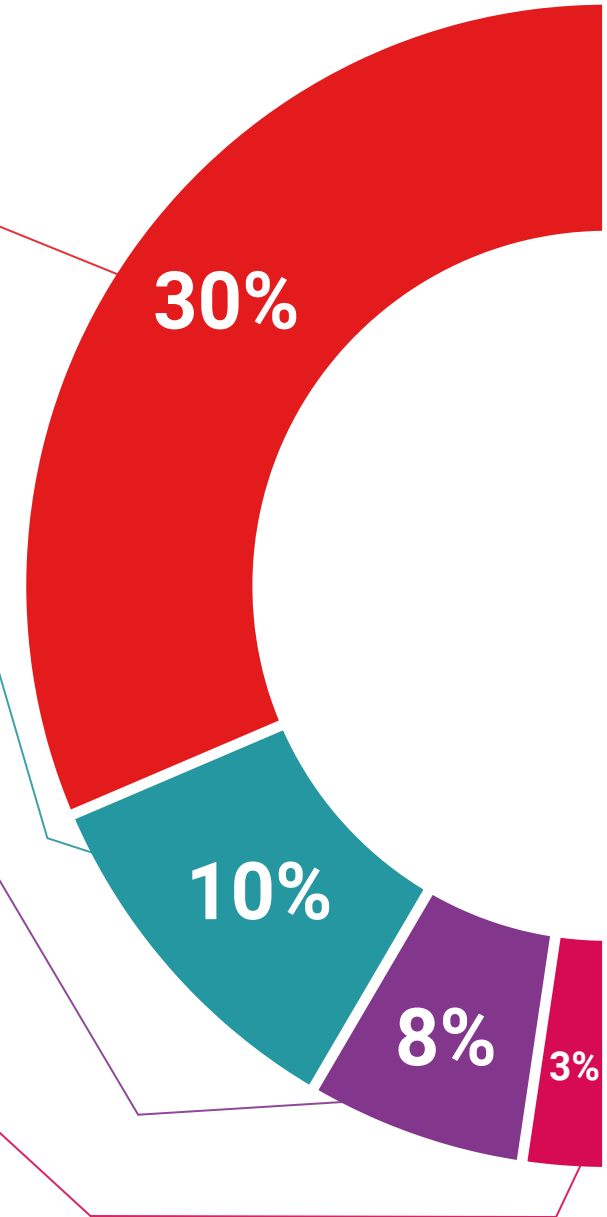
### Management Skills Exercises

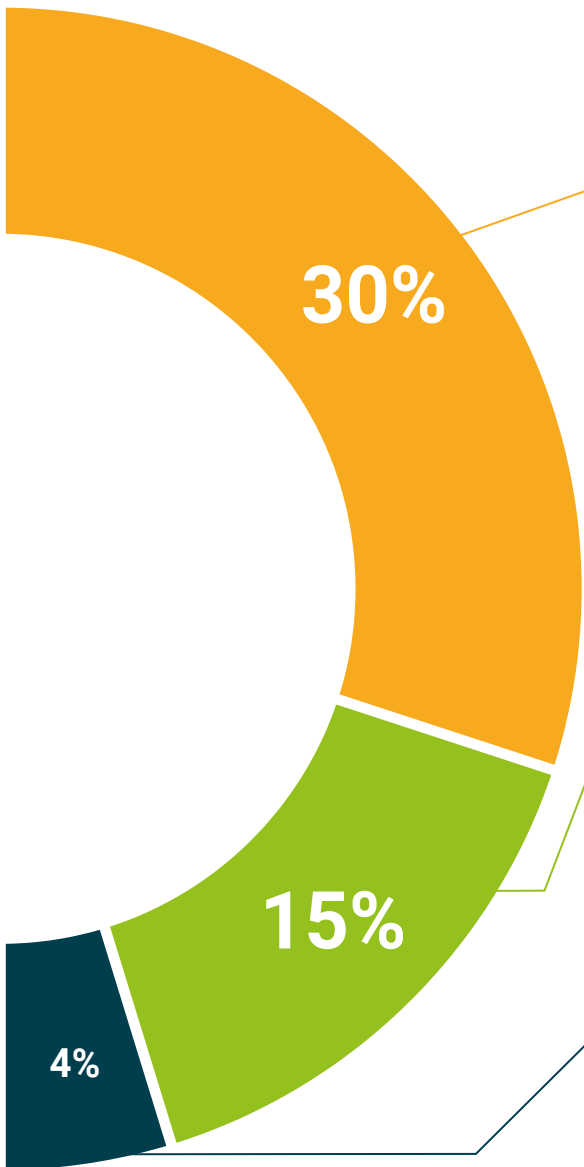
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### 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.





### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



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



07

# Our Students' Profiles

The student profile is diverse and multidisciplinary, attracting professionals interested in the business, financial and legal fields. Therefore, graduates of this program include executives and managers seeking to strengthen their skills in business evaluation and risk management, as well as consultants and advisors who wish to specialize in corporate transactions. Also included are experts with aspirations in investment banking, strategic consulting or corporate management, all motivated by a thorough understanding of due diligence processes and their impact on strategic business decisions.





“

*Students of this program have a solid foundation in business and a strong motivation to understand the processes behind Mergers and Acquisitions, from an analytical and strategic perspective”*

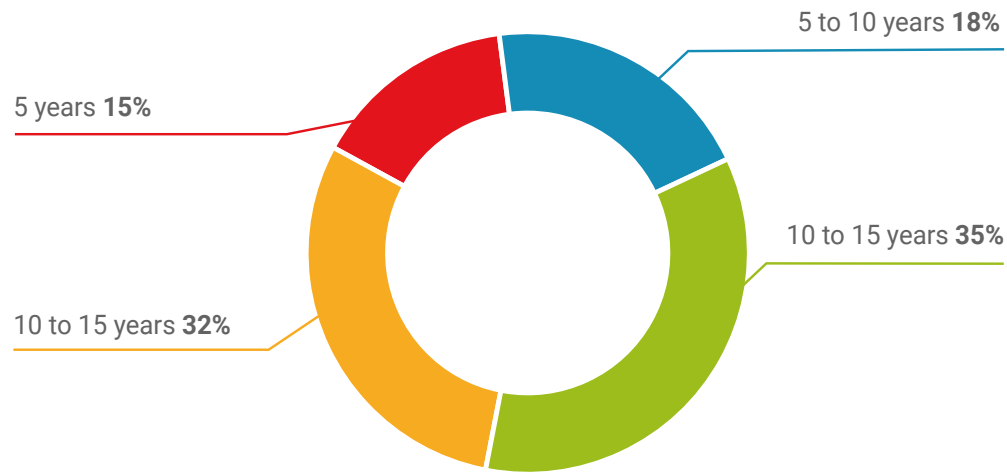
### Average Age

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Between **35** and **45** years old

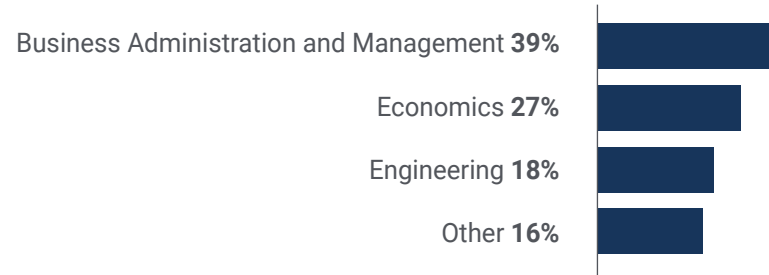
### Years of Experience

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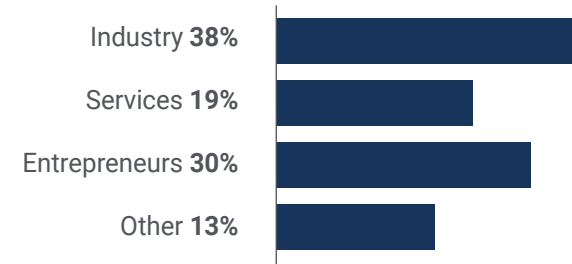
### Training

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### Educational Profile

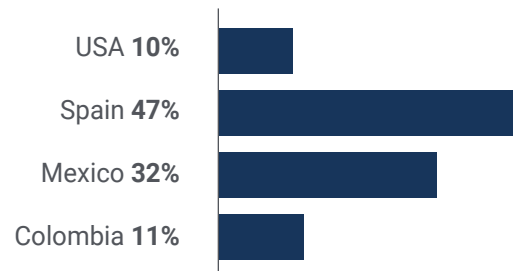
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## Geographical Distribution

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## Remedios Barreno López

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Director of Corporate Strategy

*"I have learned a lot with this Postgraduate Certificate in Due Diligence in Mergers and Acquisitions. From understanding the importance of every financial detail, to how to evaluate legal and sustainability risks, the program has turned out to be very complete. In addition, the professors were great, all of them experts in the field and with a lot of practical experience, which made everything very applicable. I now feel much more prepared to face the real world of business negotiations"*

08

# Course Management

The teachers behind this Postgraduate Certificate are experts in the business and financial field, selected for their extensive practical and academic experience. In fact, these professionals not only have a deep theoretical knowledge of Due Diligence processes in corporate transactions, but they are also up-to-date with the latest trends and practices in the sector. In addition, they are committed to imparting advanced knowledge in valuation techniques, risk analysis and post-transaction integration strategies, preparing graduates to face the real challenges of the globalized and dynamic marketplace.





“

*The expertise of the teaching team will enable you to acquire applicable practical skills and understand the importance of Due Diligence in making informed and strategic business decisions”*

## Management



### Dr. Gómez Martínez, Raúl

- ♦ Founding Partner and CEO of Open 4 Blockchain Fintech
- ♦ Founding Partner of InvestMood Fintech
- ♦ Apará's CEO
- ♦ PhD in Business Economics and Finance from Universidad Rey Juan Carlos de Madrid
- ♦ Bachelor's Degree in Economics and Business Administration, Complutense University of Madrid
- ♦ Master's Degree in Economic Analysis and Financial Economics, Complutense University of Madrid



### Dr. García Costa, Beatriz

- ♦ Project Manager at Sanitas
- ♦ Client manager at Banco Santander
- ♦ Lecturer in undergraduate studies
- ♦ Author of academic publications
- ♦ PhD in Business Economics from Rey Juan Carlos University
- ♦ Master's Degree in Financial Planning and Advisory Services from the Rey Juan Carlos University
- ♦ Degree in Business Administration and Management from University of Alcalá



### **Dr. García Costa, Laura**

- ♦ Financial Consultant
- ♦ Finance Specialist at Just Eat
- ♦ Client Manager at Cetelem Bank
- ♦ Lecturer in undergraduate studies
- ♦ Author of several publications and articles
- ♦ PhD in Business Economics from Rey Juan Carlos University
- ♦ Master's Degree in Financial Planning and Advisory Services from the Rey Juan Carlos University
- ♦ Degree in Business Administration and Management from University of Alcalá

## **Professors**

### **Mr. Martín Moreno, David**

- ♦ Specialist in Financial Management by European University Miguel de Cervantes Business School
- ♦ Master's Degree in Financial Planning and Advice, Rey Juan Carlos University
- ♦ Bachelor's Degree in Accounting and Finance from Rey Juan Carlos University



09

# Impact on Your Career

This program will not only broaden and specialize knowledge in corporate transaction evaluation, but also strengthen critical skills such as risk analysis, interpretation of complex financial data, and the ability to make informed strategic decisions. In fact, consulting firms, investment firms and multinational corporations value these knowledge and skills, which can open up career opportunities and lead to leadership roles in the area of Mergers & Acquisitions.



“

*You will equip yourself with advanced skills in risk assessment, financial analysis and post-merger integration strategies through TECH's extensive library of multimedia resources”*

*You will acquire advanced skills in risk research and analysis techniques, applying this knowledge to identify and mitigate potential pitfalls in Mergers & Acquisitions (M&A).*

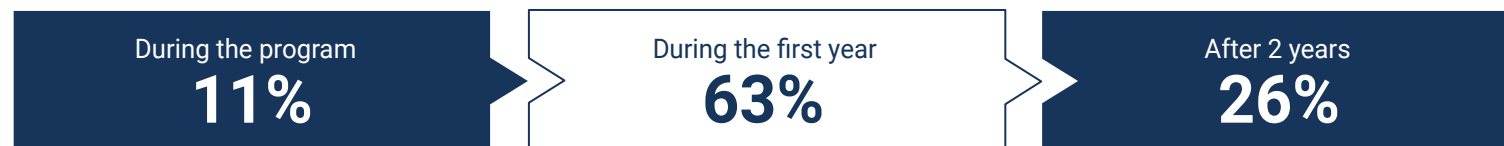
### Are you ready to take the leap? Excellent professional development awaits you

The Postgraduate Certificate in Due Diligence in Mergers and Acquisitions is an intensive program that prepares you to face business challenges and decisions in the field of Mergers and Acquisitions. The main objective is to promote your personal and professional growth. Helping them achieve success.

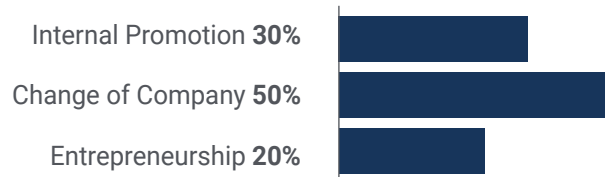
If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

*You will perform a complete Due Diligence, applying its findings to optimize business performance and ensure the long-term success of Mergers and Acquisitions. With all the quality guarantees!*

#### Time of Change



#### Type of change



## Salary increase

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This program represents a salary increase of more than **26.24%** for our students



10

# Benefits for Your Company

This program contributes to elevating the institutions' talent to its maximum potential through the specialization of high-level employees. These employees have both the skills and tools necessary to efficiently execute Mergers and Acquisitions processes efficiently. As such, these experts have the ability to evaluate target companies, negotiate contracts, and manage post-acquisition integration. In addition, organizations that have these professionals acquire a competitive advantage in the market, as they are able to identify and take advantage of growth opportunities through alliances with other companies.





“

*An academic approach that will allow you to mitigate potential risks during all transaction processes and ensure a more solid return on investment”*

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

**01**

### **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.

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**02**

### **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.

**03**

### **Building agents of change**

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

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**04**

### **Increased international expansion possibilities**

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



05

### **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.

---

06

### **Increased competitiveness**

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

# 11

# Certificate

The Postgraduate Certificate in Due Diligence in Mergers and Acquisitions guarantees, in addition to the most accurate and up-to-date education, access to a Postgraduate Certificate issued by TECH Global University.



“

*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”*



This private qualification will allow you to obtain a **Postgraduate Certificate in Due Diligence in Mergers and Acquisitions** 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** private qualification 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 Due Diligence in Mergers and Acquisitions**

Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**





## Postgraduate Certificate Due Diligence in Mergers and Acquisitions

- » Modality: **online**
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- » Accreditation: **6 ECTS**
- » Schedule: **at your own pace**
- » Exams: **online**

# Postgraduate Certificate

## Due Diligence in Mergers and Acquisitions