

# Postgraduate Certificate Mergers and Acquisitions



## Postgraduate Certificate Mergers and Acquisitions

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Global University
- » Accreditation: 6 ECTS
- » Schedule: at your own pace
- » Exams: online
- » Target Group: Bachelor's Degree, Diploma or University Degree holders who have previously completed any of the degrees in the fields of Social and Legal Sciences, Administrative and Business Sciences.

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

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# 01 Welcome

Specialized knowledge is, nowadays, a fundamental asset for any company. On the other hand, the competition that arises in the business world, linked to the frenetic pace at which its activity is carried out, reaffirms the value of experts. Based on this, TECH and its team of specialists have developed this program with the aim of providing professionals interested in the field of mergers and acquisitions with the most comprehensive and innovative knowledge. All this through a 100% online program that includes the best theoretical, practical and additional content with which they will achieve, in addition, to improve their leadership and management skills in less than 6 weeks.



Postgraduate Certificate in Mergers and Acquisitions  
TECH Global University





“

*Perfect your mergers and acquisitions viability strategies in today's business environment with TECH and this comprehensive Postgraduate Certificate"*

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

---

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

---

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

---

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

---

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

With the design of this program, TECH and its team of experts have pursued the objective of bringing together the best content based on current Mergers and Acquisitions. Based on this, graduates who are interested in expanding their knowledge and perfecting their leadership skills will find in the program everything they need to achieve it in just 6 weeks of 100% online study.





“

*A top-level degree focused  
on top professionals seeking  
excellence in their careers”*

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

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

01

Analyze and differentiate the types of transactions

02

Explore the motivations and viability behind mergers and acquisitions





03

Substantiate the mergers and acquisitions process

04

Recognize the impact of mergers and acquisitions on stakeholders

05

# Structure and Content

The Postgraduate Certificate in Mergers and Acquisitions at TECH Global University is an innovative, dynamic and comprehensive program that meets the level demanded in today's market. Therefore, through a complete program and dozens of hours of complementary materials presented in multiple formats, graduates will be able to increase their knowledge to the maximum, perfecting their competencies to become the leaders that today's companies demand.



“

*Thanks to the relearning methodology, you will not have to invest extra hours in studying: you will memorize the questions without even realizing it"*

## Syllabus

The Postgraduate Certificate in Mergers and Acquisitions is an intensive program designed to equip you with the skills necessary to face challenges and make key decisions in the field of property transactions. This program is structured to promote the development of managerial competencies that facilitate rigorous decision making in uncertain contexts.

During this study, students are immersed in the analysis of numerous case studies, working both individually and in teams. This experience offers authentic immersion in real business situations, providing practical and applicable learning.

The content of the program covers the evolutions of M&A in history, its feasibility in different environments and the types of transactions that are developed in today's environment. It is designed to provide professionals who understand the process from a strategic, international and innovative perspective with specialized knowledge.

This syllabus is designed with the objective of enhancing graduate's professional development and preparing them to achieve excellence in business management. A program that adapts to their needs and those of their company, based on innovative content, the latest trends and supported by a cutting-edge educational methodology and an exceptional faculty. It will equip them with the competencies to solve critical situations creatively and efficiently.

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

### Module 1

### Individual Income Taxation





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

TECH offers the possibility of developing this Postgraduate Certificate in Mergers and Acquisitions completely 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. Mergers and Acquisitions**

**1.1. Mergers and Acquisitions**

- 1.1.1. Types of Mergers and Acquisitions
- 1.1.2. Differences between Mergers and Acquisitions
- 1.1.3. Life Cycle of a Merger and Acquisition Transaction

**1.2. Evolution of Mergers and Acquisitions**

- 1.2.1. Historical Evolution of Mergers and Acquisitions
- 1.2.2. Trends and Cycles in Mergers and Acquisitions
- 1.2.3. Major Historical Transactions

**1.3. Feasibility of Mergers and Acquisitions**

- 1.3.1. Value Creation and Synergies
- 1.3.2. Diversification and Market Expansion
- 1.3.3. Acquisition of Competencies and Resources

**1.4. Types of Transactions of Mergers and Acquisitions**

- 1.4.1. Horizontal, Vertical, and Conglomerate Mergers
- 1.4.2. Friendly and Hostile Acquisitions
- 1.4.3. Joint Ventures and Strategic Alliances

**1.5. Mergers and Acquisitions Process**

- 1.5.1. Stages of the Mergers and Acquisitions Process
- 1.5.2. Due Diligence and Evaluation
- 1.5.3. Post-Merger Integration

**1.6. Financial Analysis in Mergers and Acquisitions**

- 1.6.1. Financial Statements and Key Ratios
- 1.6.2. Profitability and Risk Analysis
- 1.6.3. Financial Health Assessment

**1.7. Company Valuation**

- 1.7.1. Valuation Methods: DCF, Market Multiples
- 1.7.2. Valuation of Intangible Assets
- 1.7.3. Evaluation of Synergies

**1.8. Formal Aspects in Mergers and Acquisitions**

- 1.8.1. Regulatory Framework and International Regulations
- 1.8.2. Contracts and Legal Documentation
- 1.8.3. Compliance and Legal Due Diligence

**1.9. Merger and Acquisition Financing**

- 1.9.1. Sources of Financing: Debt and Equity
- 1.9.2. Structuring of Financing
- 1.9.3. Tax Aspects and their Impact

**1.10. Risks and Issues in Mergers and Acquisitions**

- 1.10.1. Risk Identification and Management
- 1.10.2. Common Problems in Mergers and Acquisitions
- 1.10.3. Risk Mitigation Strategies



“

*Would you like to delve into the curiosities of historical transactions? Discover their ins and outs with this program"*



# 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.

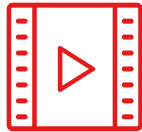
*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

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.



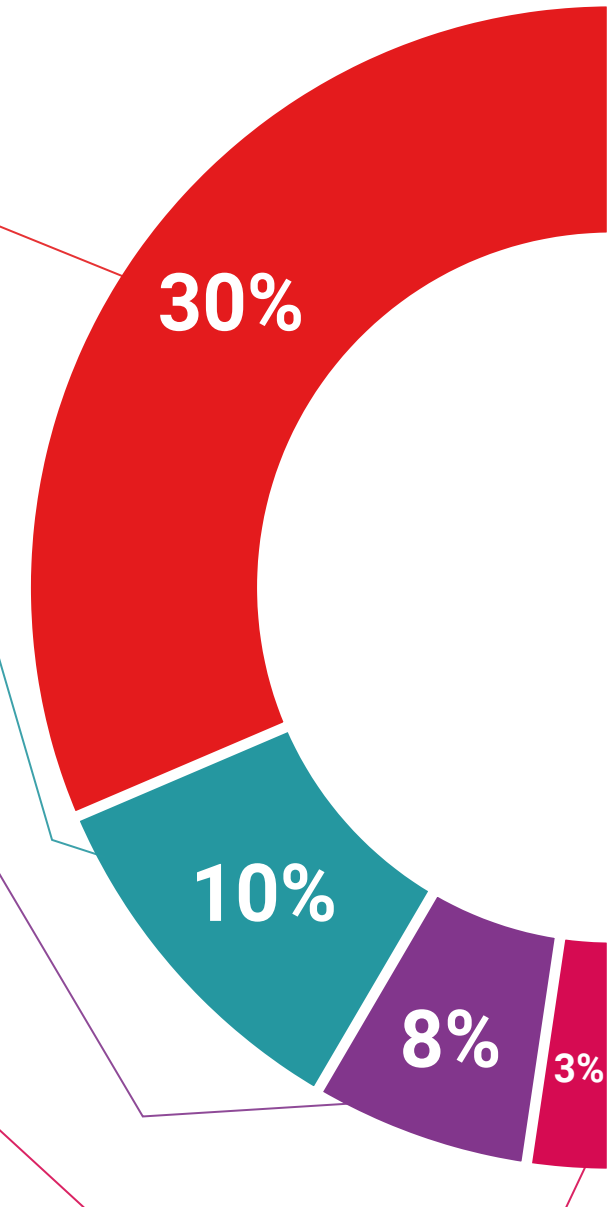
### Management Skills Exercises

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.

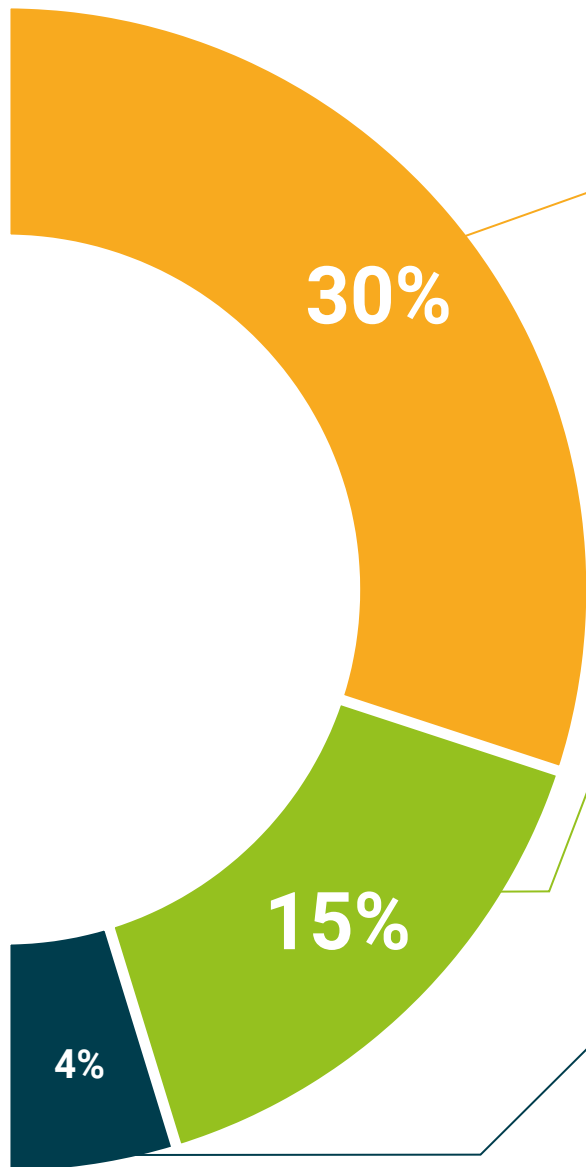


### Additional Reading

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.



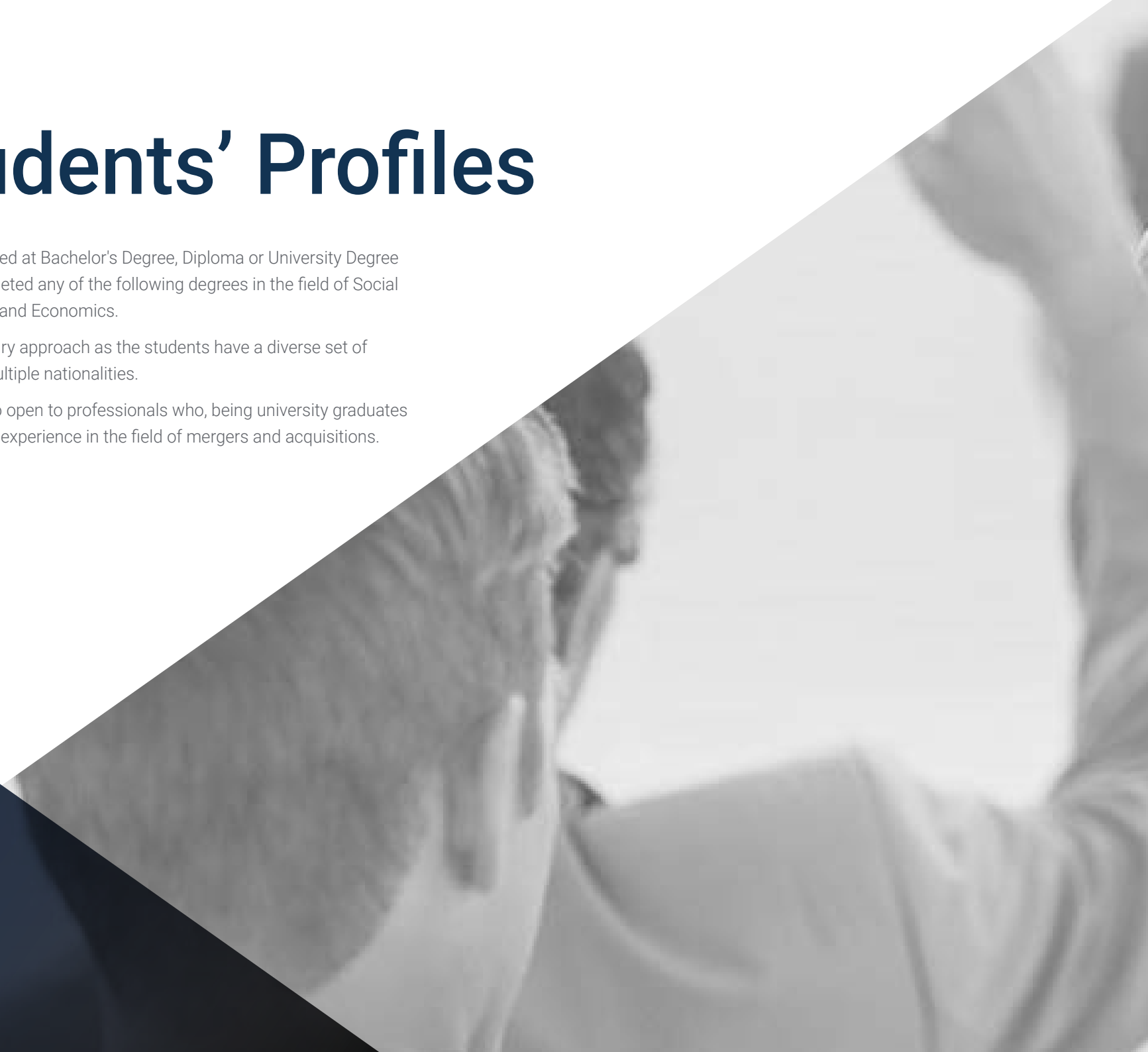
07

# Our Students' Profiles

The Postgraduate Certificate is aimed at Bachelor's Degree, Diploma or University Degree holders, who have previously completed any of the following degrees in the field of Social and Legal Sciences, Administrative and Economics.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

The Postgraduate Certificate is also open to professionals who, being university graduates in any area, have two years of work experience in the field of mergers and acquisitions.







“

*Delve into the most effective risk mitigation strategies and become a renowned senior advisor”*

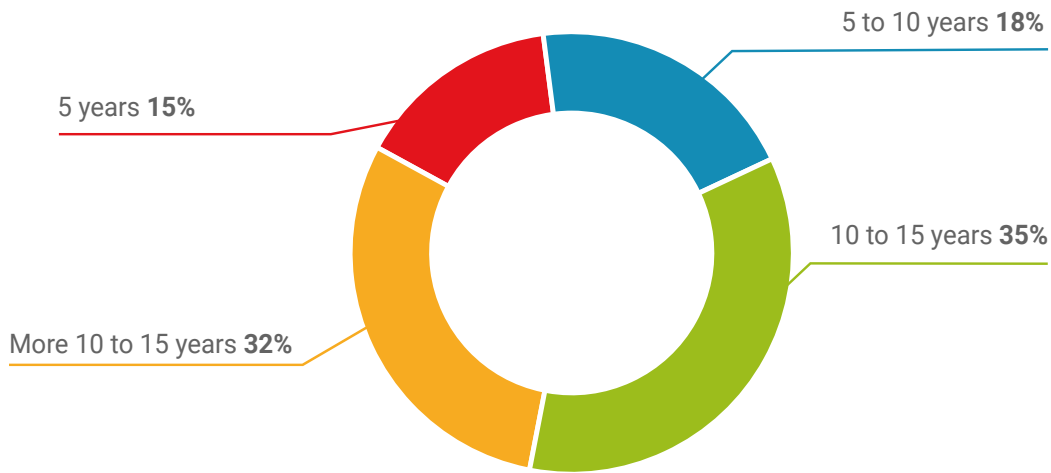
### Average Age

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

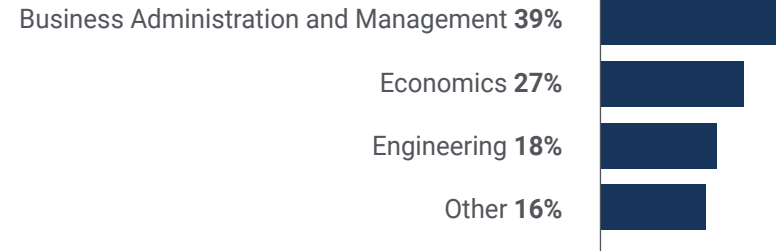
### Years of Experience

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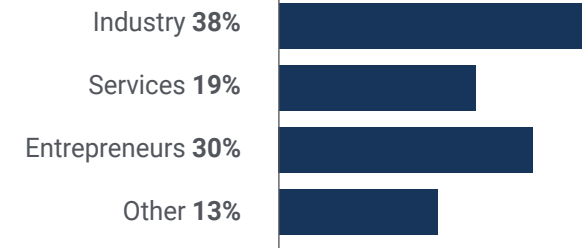
### Training

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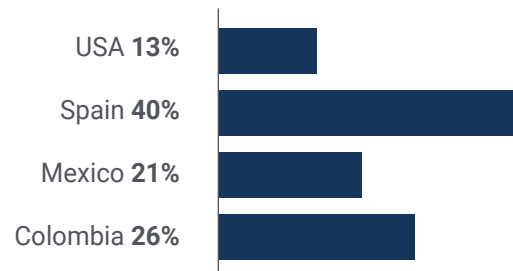
### Educational Profile

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## Geographical Distribution

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## Raul Martinez

Human Resources Advisor for M&A

*"I recently completed this Postgraduate Certificate and the experience was enriching. The course provided a comprehensive approach to the financial, legal and strategic aspects of M&A transactions. The case studies and forum discussions facilitated a deep understanding of the challenges and opportunities in this field, preparing me to face real situations with confidence and advanced skills"*

08

# Course Management

The faculty of this program in Mergers and Acquisitions has been designed by TECH taking the best study plans as a reference. Therefore, graduates will be able to access a program created by professionals of the highest level, experts with years of experience in the field of mergers and acquisitions who have worked for months to compose the syllabus and all the additional material included. It is, without a doubt, a unique opportunity to work alongside people specialized in the field in a program that is in line with the current labor demand.





“

*The teachers have included real case studies so you can work on perfecting your skills"*



## 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 the 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 the 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 the 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 the University of Alcala

## **Professors**

### **Mr. Martín Moreno, David**

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

09

# Impact on Your Career

Studying this program will help graduates to improve their resume, enhance their talent and expand their knowledge to the level of the best specialists. In this way, TECH defends its firm commitment to actively participate in improving the skills of its students, making available all the material they need, constantly updating its programs and providing the necessary information to achieve this in the shortest possible time.





“

*Take a step further in your career and implement to your resume a program that will make you stand out in any selection process”*

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

TECH's Mergers and Acquisitions Postgraduate Certificate is an intensive program that prepares you to face business challenges and decisions in the administrative and taxation areas. 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.

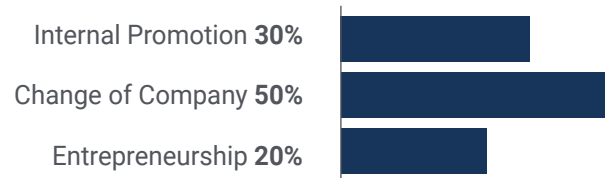
*If you want to achieve it, you can do it. Bet on TECH and do not miss the opportunity to achieve success with the best program.*

*The best theoretical, practical and additional content to make this academic experience the best.*

#### 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 will provide graduates with the most innovative and specialized knowledge. As a result, they will be able to develop a series of leadership and management skills that are typical of the best experts, which will thoroughly benefit the company of which they are a part. Based on this, TECH reaffirms its commitment to excellence, offering the best degrees and involving a community committed to excellence.



“

*Thanks to the talent you will be able to develop with this program you will successfully lead any project you take on"*

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.

---

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.

---

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 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 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.

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Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**





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