

Postgraduate Certificate

Negotiation and Agreement in Mergers and Acquisitions





Postgraduate Certificate Negotiation and Agreement 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, Graduates and Undergraduates 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/negotiation-agreement-mergers-acquisitions

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01

Welcome

Negotiation skills and knowledge of contractual requirements are crucial for the successful closing of profitable Mergers and Acquisitions transactions. Having skills in this area is, therefore, an essential aspect for any entrepreneur who wishes to succeed in the economic environment. For this reason, TECH has created this program, which will provide students with the best techniques for assertive negotiation of agreements or the most relevant conditions to be taken into account in the closing of the contract. In addition, the program has a 100% online methodology, which will enable you to study without the need to travel daily to an academic center.



Postgraduate Certificate in Negotiation and Agreement in Mergers and Acquisitions
TECH Global University



“

Through this Postgraduate Certificate you will acquire the best techniques to close Mergers and Acquisitions agreements assertively and without obstacles”

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

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 ground-breaking 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

Through this Postgraduate Certificate, graduates will acquire an excellent knowledge in the field of negotiation and composition of Mergers and Acquisitions contracts. In this way, they will have the necessary skills to carry out economic agreements that are satisfactory for the company. In addition, they will achieve this without the need to leave their home, given the 100% online nature of this academic program.



“

The objective of this program is to equip you with the necessary skills to close Mergers and Acquisitions deals that are profitable for your company"

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

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

01

Develop the fundamentals of negotiation in Mergers and Acquisitions

02

Master the art of planning and preparing the negotiation

03

Assimilate negotiation tactics and contract structuring





04

Examine the legal aspects of contracts

05

Be able to carry out the closing of a contract

06

Analyze the most relevant financial aspects of the contract

05

Structure and Content

The Postgraduate Certificate in Negotiation and Agreement in Mergers and Acquisitions is a program that is taught 100% online so that students can choose the schedule that best suits their personal needs. During 6 weeks of intensive study, they will enjoy an intense learning experience that will build the foundation for their success in the economic negotiation arena.



“

Immerse yourself in simulated environments and acquire skills that will enable you to achieve success in the negotiation of Mergers and Acquisitions”

Syllabus

The Postgraduate Certificate in Negotiation and Agreement in Mergers and Acquisitions is an academic program designed for students to successfully face the challenges that arise in this economic branch. Thanks to the contents acquired, students will be equipped with skills that will enable them to efficiently manage situations arising from Mergers and Acquisitions-related deals.

Through 180 hours of study, professionals will test their knowledge by entering into simulated learning environments. This will ensure the assimilation of competencies that will guide them towards success in the economic world.

This academic program will delve into all the stages that make up the process of Negotiation and Agreement in Mergers and Acquisitions.

In this sense, they will analyze the different existing persuasive techniques or strategies to manage both friendly and hostile negotiations. In the same way, they will master the contractual particularities of the exchanges of sale and purchase and the most relevant financial aspects of the same.

All this, studying at the time and place of their choice, since its 100% online character favors the flexibility and adaptability of learning to the student's life. Thanks to this, a fully effective assimilation of concepts will be favored, focused on the acquired knowledge being useful in the professional practice in the long term.

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

Module 1

Negotiation and Agreement in Mergers and Acquisitions



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Negotiation and Agreement 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. Negotiation and Agreement in Mergers and Acquisitions

1.1. Negotiation in Mergers and Acquisitions

- 1.1.1. Negotiation in Mergers and Acquisitions
- 1.1.2. Negotiation Strategies
- 1.1.3. Preparation for the Negotiation

1.2. Negotiation Techniques Applied to Mergers and Acquisitions

- 1.2.1. Persuasion and Influence Techniques
- 1.2.2. Concession Management
- 1.2.3. Conflict Resolution

1.3. Relevant Aspects of Negotiation in Mergers and Acquisitions

- 1.3.1. Particularities of Negotiation in Mergers and Acquisitions
- 1.3.2. Strategies for Friendly and Hostile Negotiations
- 1.3.3. Roles and Responsibilities in Negotiation

1.4. Preliminary Documentation

- 1.4.1. Letter of Intent (LOI)
- 1.4.2. Memorandum of Understanding (MOU)
- 1.4.3. Non-Disclosure Agreements (NDA)

1.5. Sales and Purchase Agreement (SPA)

- 1.5.1. Key Components of the SPA
- 1.5.2. Representations and Warranties
- 1.5.3. Conditions Precedent and Closing

1.6. Financial Aspects in the Negotiation

- 1.6.1. Payment Structure
- 1.6.2. Price Adjustments
- 1.6.3. Profit and Withholding Clauses

1.7. International Legal Aspects in Negotiation

- 1.7.1. International Regulatory Compliance
- 1.7.2. Intellectual Property Protection
- 1.7.3. Dispute Resolution

1.8. Dispute Management in the Field of Mergers and Acquisitions

- 1.8.1. Identification of Potential Conflicts
- 1.8.2. Mediation and Arbitration Techniques
- 1.8.3. Conflict Resolution and Prevention

1.9. Closing the Negotiation in the field of Mergers and Acquisitions

- 1.9.1. Closing Procedures
- 1.9.2. Stakeholder Coordination
- 1.9.3. Documentation and Archives

1.10. Post-Negotiation Evaluation

- 1.10.1. Review of Negotiation Results
- 1.10.2. Lessons Learned Analysis
- 1.10.3. Continuous Improvement in Negotiation Strategy



“

Analyze in detail all aspects involved in the composition of the sales contract and optimize your financial operations”

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.



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

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.

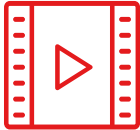
Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

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.



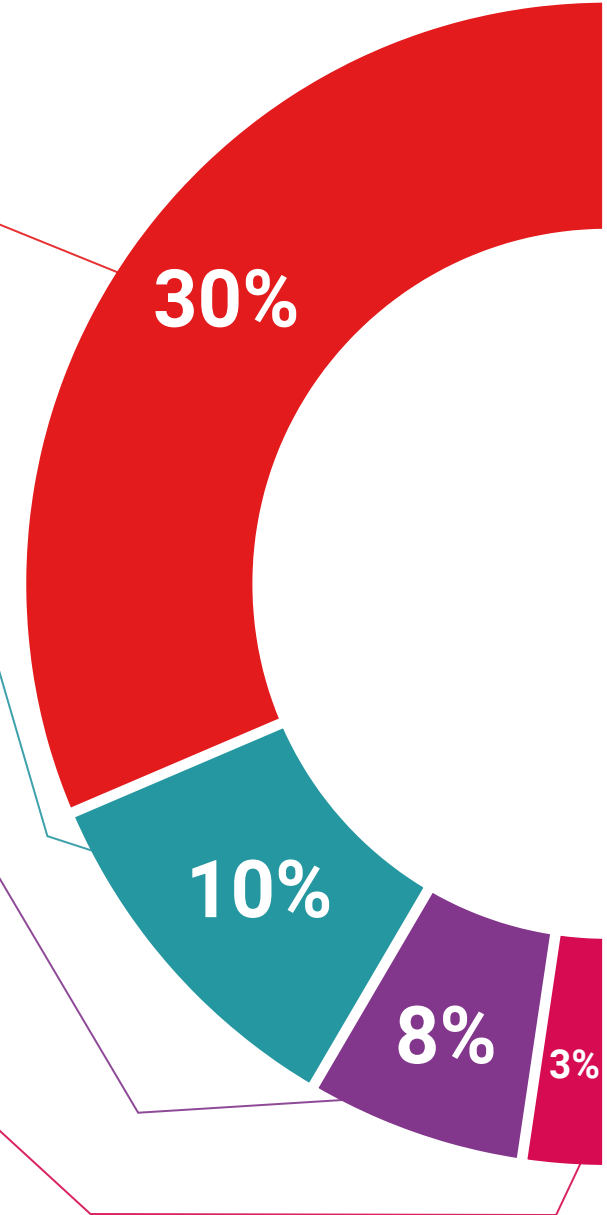
Management Skills Exercises

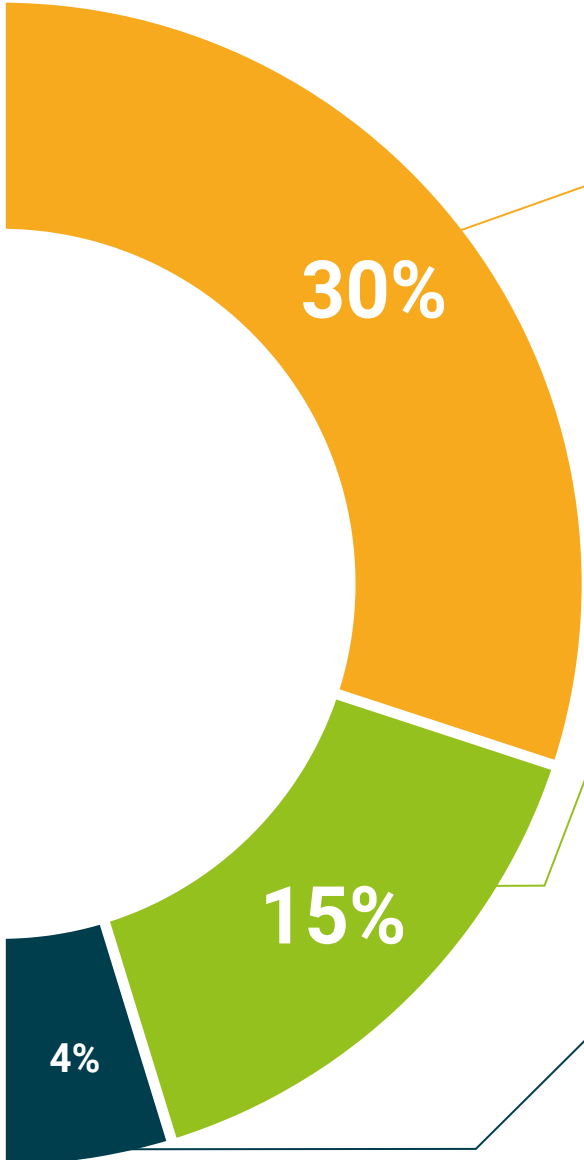
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



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.

The diversity of participants with different academic profiles and from multiple nationalities makes up the multidisciplinary approach of this program.

The Postgraduate Certificate may also be taken by professionals who, being university graduates in any area, have two years' work experience in the field of Economic consultancy.





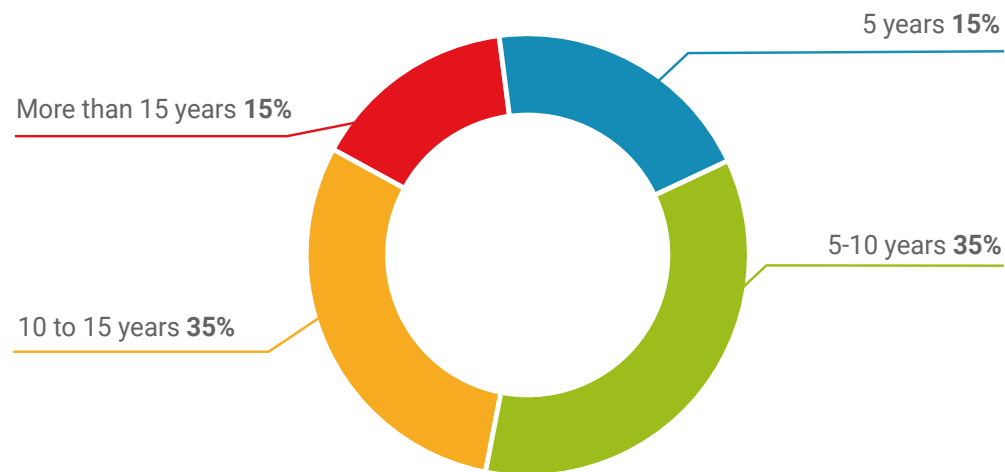
“

Integrate into an environment composed of experts with extensive experience in Mergers and Acquisitions and give your career the boost it needs”

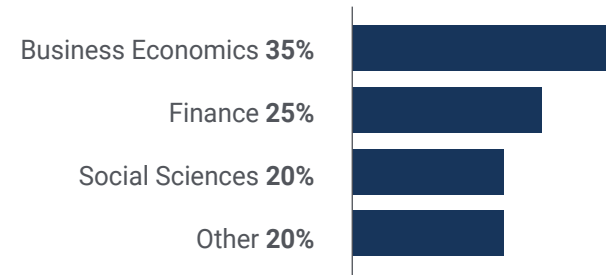
Average Age

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

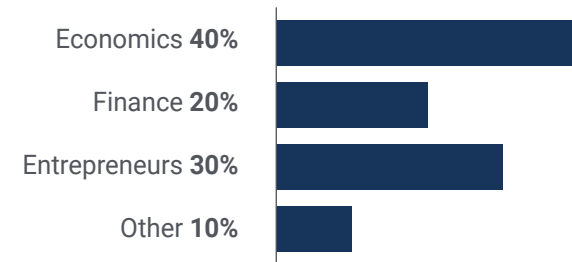
Years of Experience



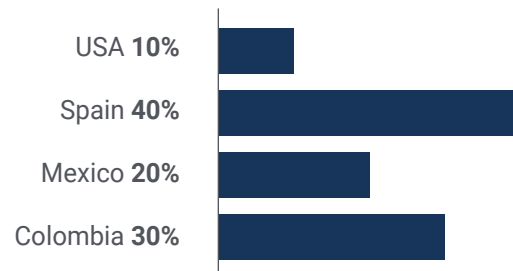
Training



Educational Profile



Geographical Distribution



Manuel García Delgado

Mergers and Acquisitions Advisor

"The Postgraduate Certificate in Negotiation and Agreement in Mergers and Acquisitions provided me with a set of skills that have enriched my negotiating skills within the business environment. I thank TECH and the teachers who have been in charge of imparting the knowledge of the degree for the opportunity to have allowed me to grow as a professional"



Do you have experience in Mergers & Acquisitions and want to improve your knowledge to grow in this your knowledge to grow in this field? Don't wait any longer and enroll!"

08

Course Management

In its commitment to provide an education with the highest academic quality, TECH has selected the best experts in Mergers and Acquisitions to teach this program. These professionals have extensive experience in the business world, holding senior positions related to Financial Advisory in leading organizations. They will be responsible for providing students the best knowledge in negotiation and contractual matters of this type of operations.





“

This program will be taught by professionals who have held senior positions related to the analysis of Mergers and Acquisitions in leading companies"

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 Universidad Rey Juan Carlos
- ♦ 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 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

Attending this academic program will be an excellent reward in the student's professional career, significantly boosting their job and salary prospects.

After completing the program, the experts will master the negotiation techniques applied to Mergers and Acquisitions, as well as the strategies to overcome the conflicts that may arise during the process. In this way, they will be able to perform successfully in this demanding sector.



“

*Successfully unwrap yourself
in the world of business
negotiation in just 6 weeks”*

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

TECH's Negotiation and Agreement in Mergers and Acquisitions Postgraduate Certificate is an intensive program that prepares you to face business challenges and decisions in the and Strategic 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.

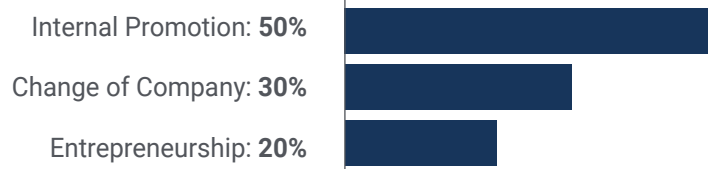
Get promoted within the business environment in a short period of time thanks to this academic program.

Improve your salary prospects through the Postgraduate Certificate in Negotiation and Agreement in Mergers and Acquisitions.

Time of Change



Type of change



Salary increase

This program represents a salary increase of more than **22%** for our students



10

Benefits for Your Company

This Postgraduate Certificate will have a direct impact on the talent of organizations, providing professionals with an excellent level of negotiation in Mergers and Acquisitions.

Thanks to the program, students will also be involved in a first class professional environment that will allow them to establish contacts and establish links with potential partners, customers or suppliers, thus optimizing their business growth.



“

Acquire the most effective negotiation techniques and position yourself as a top-level entrepreneur”

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 Negotiation and Agreement 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 Negotiation and Agreement 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 Negotiation and Agreement in Mergers and Acquisitions**

Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**



*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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