

# Postgraduate Certificate

## Post-Acquisition Integration in Mergers and Acquisitions



## Postgraduate Certificate Post-Acquisition Integration 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 fields of Social and Legal Sciences Administrative and Business Sciences.

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

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# 01 Welcome

After undertaking M&A operations, one of the main challenges is the integration of departments and work mechanisms to ensure the operability of the company. This aspect is crucial to maximize long-term productivity and economic benefits of organizations, so professionals are required to have extensive knowledge in this area. Given this situation, TECH is committed to creating this program, with which the student will acquire the techniques to effectively unify the processes and systems of companies or strategies to evaluate the progress of integration. All this, 100% online and without giving up their personal and work obligations.



Postgraduate Certificate in Post-Acquisition Integration in Mergers and Acquisitions  
TECH Global University



“

*Acquire the techniques to evaluate the progress of the integration of companies and position yourself as a first level expert in Mergers and Acquisitions”*

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

---

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

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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

This Postgraduate Certificate has been designed with the premise of strengthening the student's skills in Post-Acquisition Integration in Mergers and Acquisitions. Thanks to it, therefore, students will obtain the necessary skills to plan and undertake the incorporation of different departments and operational processes of the organization. In this way, it will position itself as a bulwark to ensure the proper efficiency of the same.



“

*The objective of TECH is to guide you to acquire the essential competencies to correctly integrate the company's systems and processes”*

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

The **Postgraduate Certificate in Post-Acquisition Integration in Mergers and Acquisitions** will enable students to:

01

Apply the fundamentals of Post-Acquisition Integration in Mergers and Acquisitions

02

Determine how to carry out Post-Acquisition Integration planning







03

Establish Change Management, Cultural Integration, Operational Synergies, Human Resources integration, and Systems and Technology integration in Mergers and Acquisitions

04

Conduct post-acquisition monitoring and evaluation

05

# Structure and Content

The Postgraduate Certificate in Post-Acquisition Integration in Mergers and Acquisitions is a program that is taught in a fully online mode to ensure that students can study at their own pace and without time constraints. In just 180 hours, they will acquire a set of skills that will greatly help them to achieve the desired professional success.



“

*Study 100% online with TECH so you don't have to give up your personal or professional obligations”*

## Syllabus

The Postgraduate Certificate in Post-Acquisition Integration in Mergers and Acquisitions is a program that has been built with the idea of preparing students to effectively face all the challenges presented by the professional environment. Thanks to this program, students will be equipped with skills that will allow them to perform successfully in multidisciplinary teams and in demanding and changing circumstances.

Throughout the 6-week academic itinerary, you will have at your disposal complete didactic materials in formats such as interactive summary or video, which will facilitate an enjoyable learning experience tailored to your individual study needs.

This program will explore all the stages of Post-Acquisition Integration in Mergers and Acquisitions. In this way, the student will delve into the design of the integration plan, the necessary strategies for the merger of the Human Resources department or the techniques to undertake the adaptation of systems and processes. Similarly, they will delve into the use of Big Data and Artificial Intelligence to undertake the entire integration process.

In addition, this Postgraduate Certificate is taught in a 100% online mode, guaranteeing the possibility for students to study without being forced to give up their personal and professional obligations. This will ensure that learning will be completely effective and will not be an obstacle to their daily lives.

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

### Module 1

### Post-Acquisition Integration in Mergers and Acquisitions



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

TECH offers the possibility of developing this Postgraduate Certificate in Post-Acquisition Integration 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. Post-Acquisition Integration in Mergers and Acquisitions**

**1.1. Post-Acquisition Company Integration Planning**

- 1.1.1. Integration Objectives and Strategy
- 1.1.2. Integration Plan Design
- 1.1.3. Timeline and Resources Required

**1.2. Change Management**

- 1.2.1. Change Management
- 1.2.2. Communication and Participation
- 1.2.3. Overcoming Resistance to Change

**1.3. Integration. of Human Resources**

- 1.3.1. Key Talent Retention
- 1.3.2. Alignment of Corporate Cultures
- 1.3.3. Workforce Restructuring

**1.4. Systems and Process Integration**

- 1.4.1. Systems Evaluation and Selection
- 1.4.2. Data and Systems Migration
- 1.4.3. Process Optimization

**1.5. Synergies and Value Creation**

- 1.5.1. Identification of Synergies
- 1.5.2. Measuring and Realizing Synergies
- 1.5.3. Monitoring and Evaluation of Results

**1.6. Internal and External Communication in Post-Acquisition**

- 1.6.1. Communication Strategies
- 1.6.2. Public Perception Management
- 1.6.3. Investor and Stakeholder Communication

**1.7. Post-Acquisition Organizational Culture Management**

- 1.7.1. Evaluation of Organizational Cultures
- 1.7.2. Strategies for Cultural Alignment
- 1.7.3. Fostering a New Corporate Culture

**1.8. Post-Acquisition Integration Progress Evaluation**

- 1.8.1. Key Performance Indicators (KPIs)
- 1.8.2. Review and Adjustment of the Integration Plan
- 1.8.3. Progress Reports and Feedback

**1.9. Technology and Digitalization**

- 1.9.1. IT Infrastructure Integration.
- 1.9.2. Innovation and Digital Transformation
- 1.9.3. Security and Data Protection

**1.10. Integration Examples Post-Acquisition**

- 1.10.1. Success and Failure Analysis
- 1.10.2. Lessons Learned
- 1.10.3. Best Practices in Integration



“

*Be able to seamlessly integrate a company's systems and processes into the post-acquisition process”*

# 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

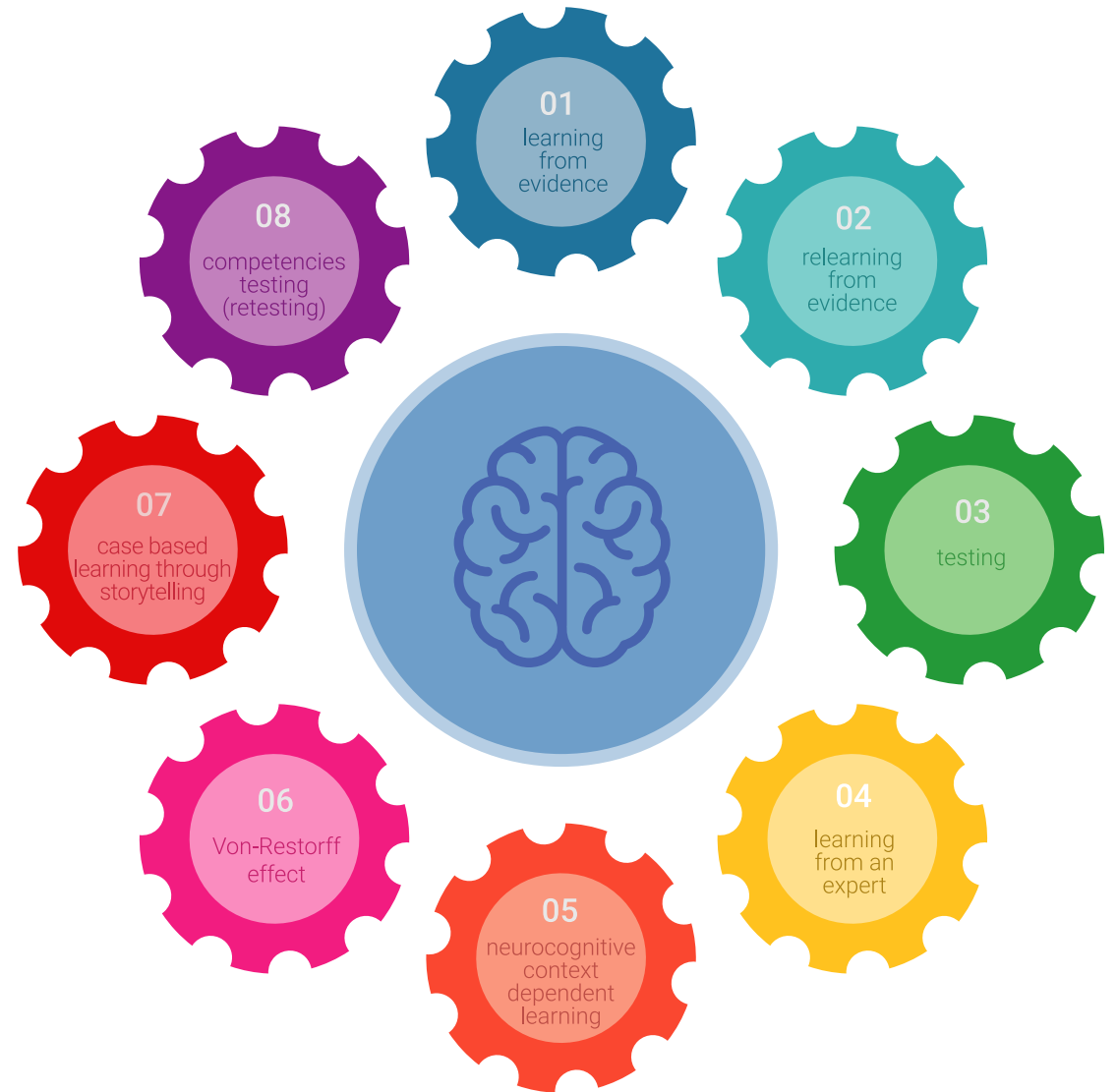
TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

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.

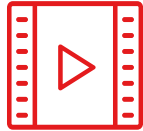
*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

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.



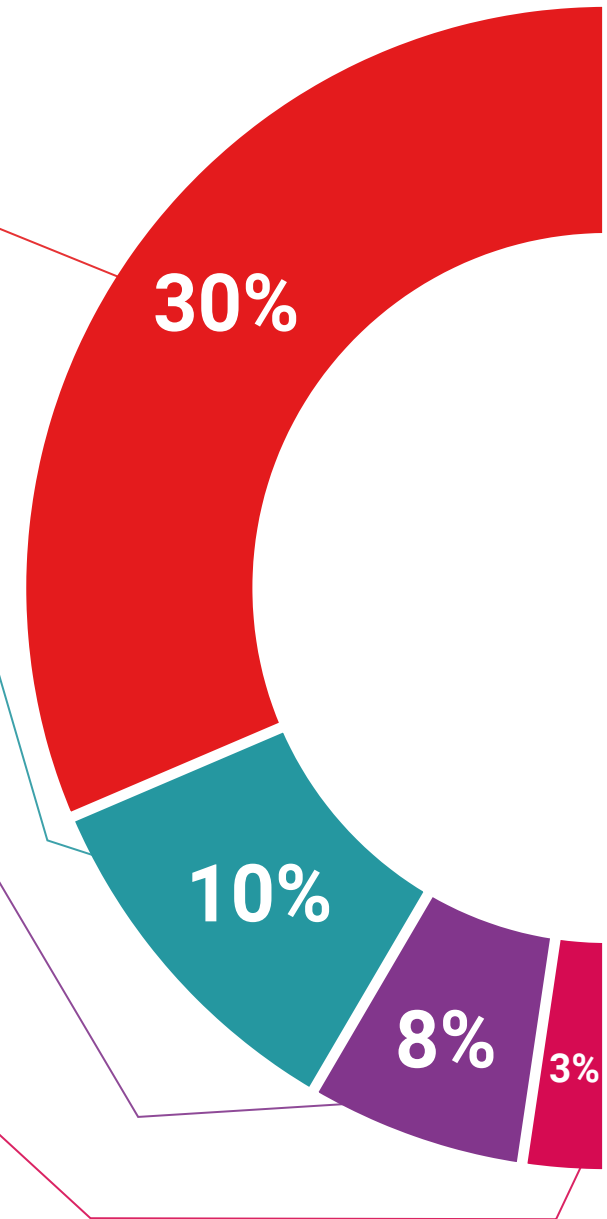
### Management Skills Exercises

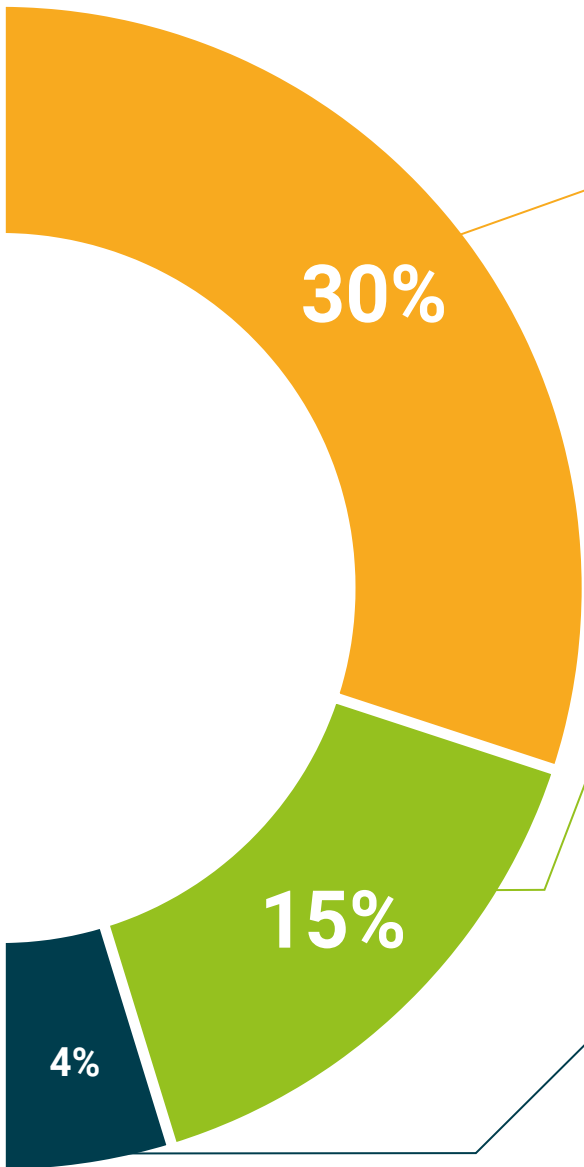
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### 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 Graduates who have previously completed any of the following degrees in the field of Social and Legal Sciences, Administration 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 may also be taken by professionals who, being university graduates in any area, have two years of work experience in the field of Mergers and Acquisitions.







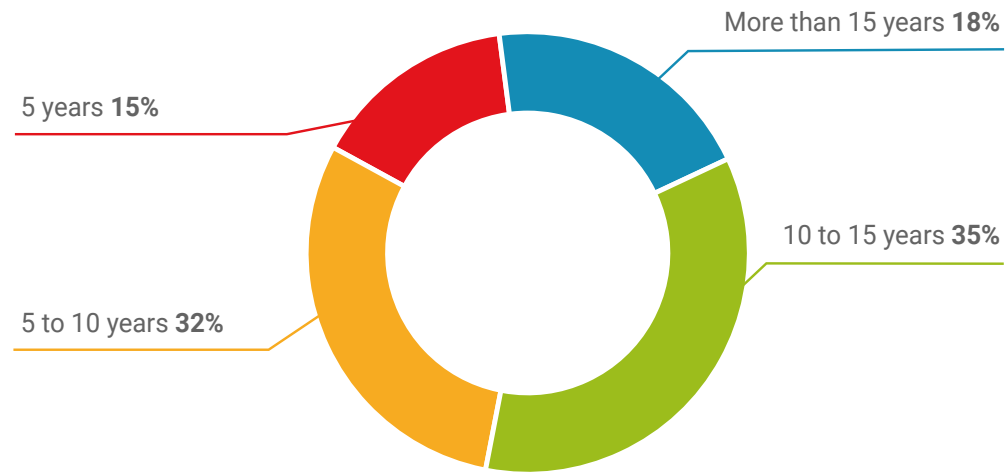
“

*Combine your personal life and your professional growth with this Postgraduate Certificate”*

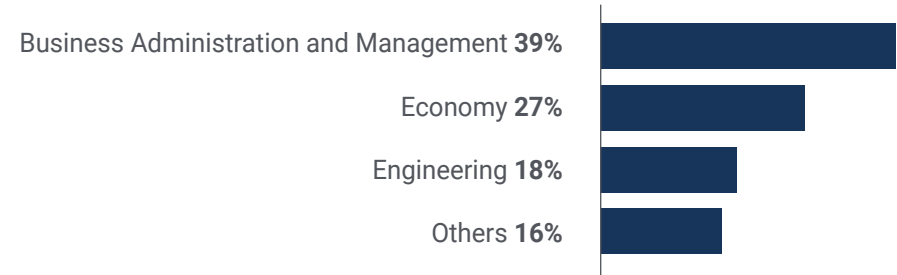
### Average Age

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

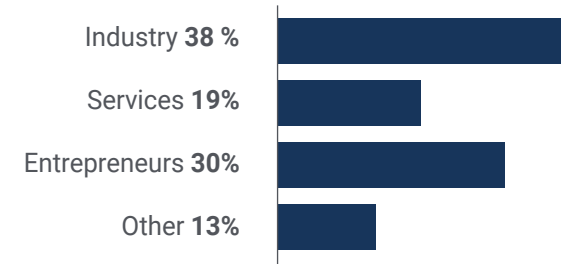
### Years of Experience



### Training

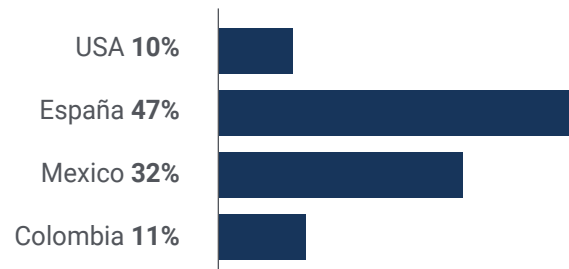


### Educational Profile



## Geographical Distribution

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## José Galván González

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Manager of Mergers and Acquisitions

*"Thanks to this program I have been able to acquire skills that allow me to have a global vision of the integration of the company in the post-acquisition process. In addition, an important point has been the methodology used, as it allowed me to perfectly combine the study with my professional and personal needs. Without a doubt, I would take it again"*

08

# Course Management

Thanks to TECH's untiring commitment to first class academic quality, this Postgraduate Certificate is directed and taught by professionals with extensive experience in the world of Mergers & Acquisitions. These experts will be responsible for designing the didactic materials of the degree and for providing students with the most useful and relevant knowledge in Post-Acquisition Integration of companies.





“

*Become an expert in Post-Acquisition  
Integration with the best specialists in  
the field of Mergers & Acquisitions”*

## 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. Segura Pacho, Felipe Marcelo**

- ♦ Back Office at Indra BPO Services SLU
- ♦ Accountant at JC Segura Construcciones SA
- ♦ Specialist in Corporate Finance at the Catholic University of Salta
- ♦ Master's Degree in Financial Planning and Advice, Rey Juan Carlos University
- ♦ Master's Degree in Business Management from the Public University of Navarra
- ♦ Collaborator of the project "Trading in Stock Exchange and Financial Markets"

09

# Impact on Your Career

This Postgraduate Certificate will increase the professional prospects in terms of employability and salary improvement of the graduates. Therefore, once they have completed the course, they will have a series of skills that will enable them to efficiently carry out Post-Acquisition Integration in Mergers and Acquisitions.

In this line, they will be able to apply the best strategies of innovation and digital transformation to these processes, as well as to adopt techniques to improve the growth and expansion of the company.





“

*Increase your chances of occupying relevant financial positions in leading companies through this Postgraduate Certificate”*

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

The Postgraduate Certificate in Post-Acquisition Integration 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.

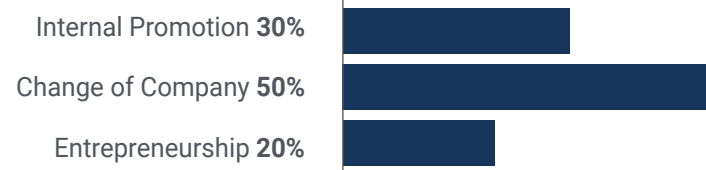
*Effectively manage organizational culture in post-acquisition with this qualification.*

*Do you want to acquire the knowledge that will position you as a top professional in the field of Mergers & Acquisitions?  
Enroll now!*

### 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 organization's talent to its maximum potential through the instruction of high-level leaders. Professionals will be equipped with a set of skills that will enable them to seamlessly carry out the process of integrating a business after its acquisition. In this way, they will be prepared to succeed in a highly demanding professional environment that requires first class skills.



“

*This Postgraduate Certificate will help you to carry out an effective integral post-acquisition management within the company”*

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.

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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 Post-Acquisition Integration 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 Post-Acquisition Integration 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 Post-Acquisition Integration in Mergers and Acquisitions**

Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**





## Postgraduate Certificate Post-Acquisition Integration in Mergers and Acquisitions

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# Postgraduate Certificate

## Post-Acquisition Integration in Mergers and Acquisitions

