**Postgraduate Certificate** Trends and Future of Mergers and Acquisitions





## **Postgraduate Certificate** Trends and Future of 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, diploma and degree holders who have previously completed any of the degrees in the field of Corporate Sciences, Economy and Law.

Website: www.techtitute.com/us/school-of-business/postgraduate-certificate/trends-future-mergers-acquisitions

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## 01 Welcome

Trends in Mergers and Acquisitions (M&A) are marked by several key factors. Most notably, technology and Artificial Intelligence (AI) will play a key role. Indeed, wellcapitalized companies will take advantage of the uncertain economic situation to acquire technology startups, benefiting from lower valuations and less access to risky financing. AI, for its part, will improve the efficiency and speed of M&A processes, especially in due diligence and contract negotiation. In this context, TECH has created a fully online program, which can be tailored to the unique needs of students, taking into account both their work and personal schedules. In addition, this program is based on the innovative learning methodology called Relearning.

Postgraduate Certificate in Trends and Future of Mergers and Acquisitions TECH Global University

With this 100% online Postgraduate Certificate, you will acquire a deep understanding of current and future market dynamics, anticipating and adapting to changes in Mergers and Acquisitions"

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# 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.

## Why Study at TECH? | 07 tech

GG TE

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...



## 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.



executives prepared each year



different nationalities



#### Empowerment

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



collaborative agreements with leading companies

#### Talent

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

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



#### **Multicultural Context**

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

TECH students represent more than 200 different nationalities.



### Why Study at TECH? | 09 tech

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



#### Analysis

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



#### Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a guality 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"



#### 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.

# 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.

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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"

## tech 12 | Why Our Program?

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



#### A Strong Boost to Your Career

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

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



## Develop a strategic and global vision of the company

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

Our global vision of companies will improve your strategic vision.



#### Consolidate the student's senior management skills

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

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



#### You will take on new responsibilities

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

45% of graduates are promoted internally.

### Why Our Program? | 13 tech



#### Access to a powerful network of contacts

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

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



#### Thoroughly develop business projects.

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

20% of our students develop their own business idea.



#### Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.



#### You will be part of an exclusive community

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

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

# 04 **Objectives**

The main objective of this program will be to equip entrepreneurs with the skills and knowledge necessary to navigate and lead in the dynamic field of Mergers & Acquisitions. Therefore, professionals will be able to identify emerging opportunities and develop innovative strategies, deepening specialized knowledge in technology and digitalization, crucial aspects to optimize processes and maximize the value of transactions. In addition, the importance of globalization and geographic diversification will be emphasized, preparing graduates to manage cross-border operations.

You will foster innovation and disruption in your business, integrating sustainability and corporate responsibility in your M&A strategies. What are you waiting for to enroll?"

## tech 16 | Objectives

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

The Postgraduate Certificate in Trends and Future of Mergers and Acquisitions will enable the student to:



Anticipate and adapt to future changes in the field of Mergers and Acquisitions



Identify emerging opportunities and innovative strategies in the field of Mergers and Acquisitions



Develop expertise in technology and digitization in Mergers & Acquisitions



## Objectives | 17 tech



Determine the importance of globalization and geographic diversification in Mergers and Acquisitions



Foster innovation and disruption in Mergers and Acquisitions



Assume the importance of sustainability and corporate responsibility in Mergers and Acquisitions

## 05 Structure and Content

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

You will analyze the importance of globalization and geographic diversification, taking advantage of opportunities in emerging markets and minimizing risks by diversifying operations worldwide"

### tech 20 | Structure and Content

#### Syllabus

The future of Mergers and Acquisitions (M&A) will be dominated by technological innovation, consolidation in traditional and emerging sectors, as well as the need for digital transformation, which will open up new opportunities for companies that adapt quickly to these trends.

This is how this Postgraduate Certificate was created, designed to specialize entrepreneurs to anticipate and adapt to future changes in this dynamic field. In this way, they will address the key factors driving Mergers and Acquisitions (M&A) today and how these may evolve. In addition, they will identify emerging opportunities and develop innovative strategies that they can apply in real-world situations.

Likewise, the curriculum will focus on developing specialized knowledge in technology and digitalization, areas that are increasingly critical in the M&A arena. In this regard, professionals will explore how Artificial Intelligence, Big Data analytics and other disruptive technologies are transforming these processes, from due diligence to post-merger integration. Finally, the importance of sustainability and corporate responsibility in modern M&A will be highlighted, so that students will incorporate sustainable practices in their M&A strategies, valuing innovation and disruption as essential drivers for long-term success.

In these circumstances, TECH has developed a comprehensive online program that is extremely adaptable, where graduates will only need an electronic device with an Internet connection to access the didactic materials. Additionally, it is based on the revolutionary Relearning learning methodology, which emphasizes the repetition of key concepts for a deep and natural understanding of the contents.

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

#### Module 1

Trends and Future of Mergers & Acquisitions



### Structure and Content | 21 tech

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

TECH offers the possibility of developing this Postgraduate Certificate in Trends and Future of Mergers and Acquisitions completely online. During the 6 weeks of the specialization, the students 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.

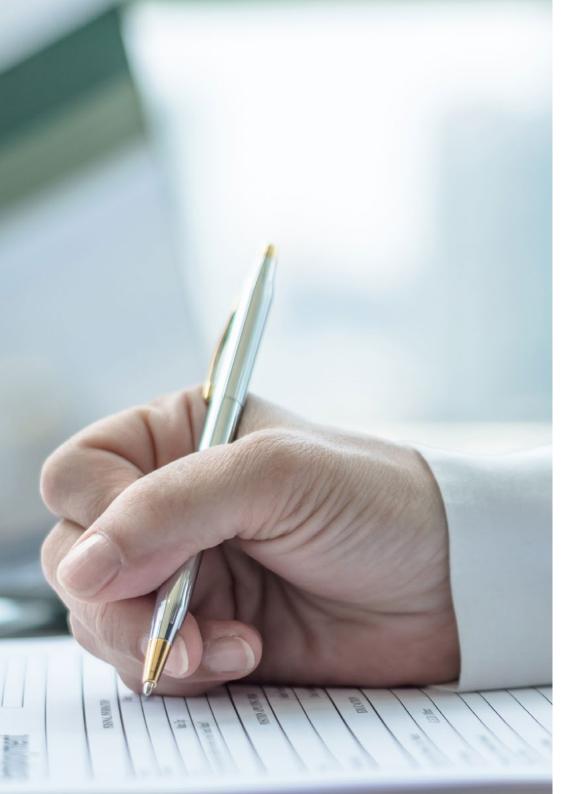
Mod	<b>ule 1.</b> Trends and Future of Mergers & A	Acquisi	tions				
1.1.	Current Trends in Mergers and Acquisitions	1.2.	Innovation and Digital Transformation	1.3.	Sustainability and Mergers and Acquisitions	1.4.	Mergers and Acquisitions in Emerging Sectors
1.1.2.	Analysis of Recent Trends Impact of Technology on Mergers and Acquisitions Cross-Border Mergers and Acquisitions	1.2.1. 1.2.2. 1.2.3.	Acquisitions	1.3.2.	Integration of ESG Criteria Impact of Sustainability on Mergers and Acquisitions Successful Cases of Sustainable Functions and Acquisitions	1.4.2.	High Growth Sectors Opportunities in Emerging Markets Challenges and Strategies
1.5.	Impact of Globalization on Mergers and Acquisitions	1.6.	Mergers and Acquisitions in the Post-COVID Era	1.7.	Artificial Intelligence and <i>Big Data</i> in Mergers and Acquisitions	<b>1.8.</b> 1.8.1.	Growth and Expansion Strategies Organic vs. Inorganic Growth Strategies
1.5.1. 1.5.2. 1.5.3.	Mergers and Acquisitions in a Globalized Environment Cross-Border Regulations and Barriers Geopolitical Risk Management	1.6.1. 1.6.2. 1.6.3.	Changes in the Post-Pandemic Market Adaptation of Mergers and Acquisitions Strategies Opportunities and Challenges	1.7.2.	Applications of Artificial Intelligence (AI) in the Mergers and Acquisitions Process Big Data Analysis for Decision Making Future of Technology in Mergers and Acquisitions	1.8.2. 1.8.3.	International Expansion Evaluation of New Markets
 1.9.	Future International Mergers and	1.10.	Future Prospects for Mergers and				

#### Acquisitions Regulations

. .

- 1.9.1. Changes in the Regulatory Framework at the International Level
- 1.9.2. Impact of New Regulations at the International Level
- 1.9.3. Preparing for the Regulatory Future at the International Level
- Acquisitions
- 1.10.1. Predictions and Projections 1.10.2. Factors that Will Influence the Future of Mergers and Acquisitions 1.10.3. Preparing for the Future of the Market





66

You will identify emerging opportunities and develop innovative strategies, taking advantage of current and future trends, through the best teaching materials, at the forefront of technology"

# 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.

## Methodology | 25 tech

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"

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### tech 26 | Methodology

## 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.

## Methodology | 27 tech



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.

## tech 28 | Methodology

#### **Relearning Methodology**

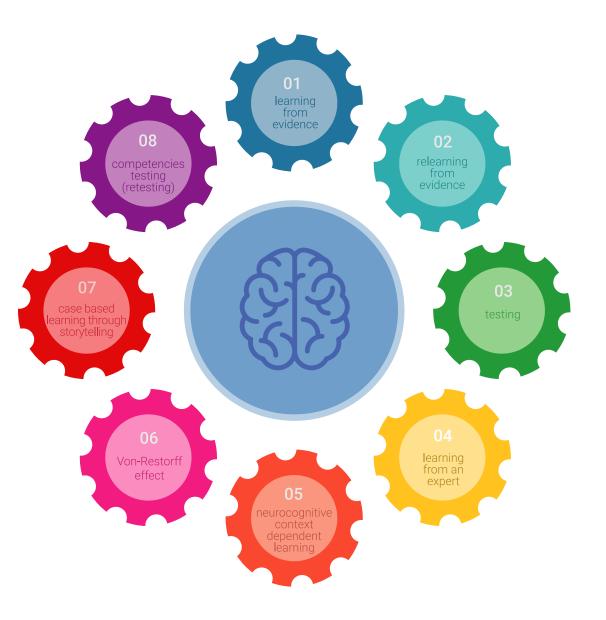
TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

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.



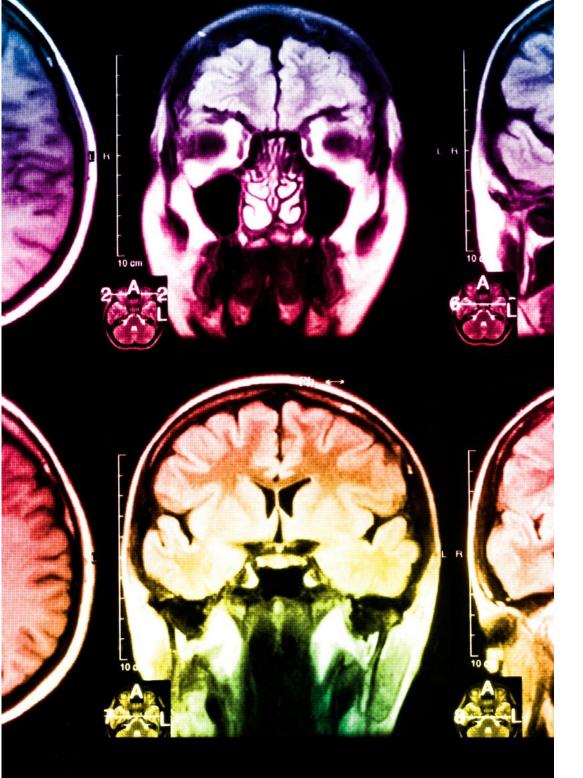
### Methodology | 29 tech

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.



## tech 30 | Methodology

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.

30%

10%

8%

3%



#### 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.

### Methodology | 31 tech



#### **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".

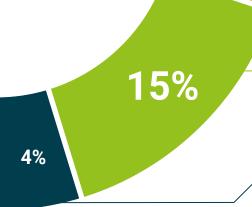


#### **Testing & Retesting**

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.



30%

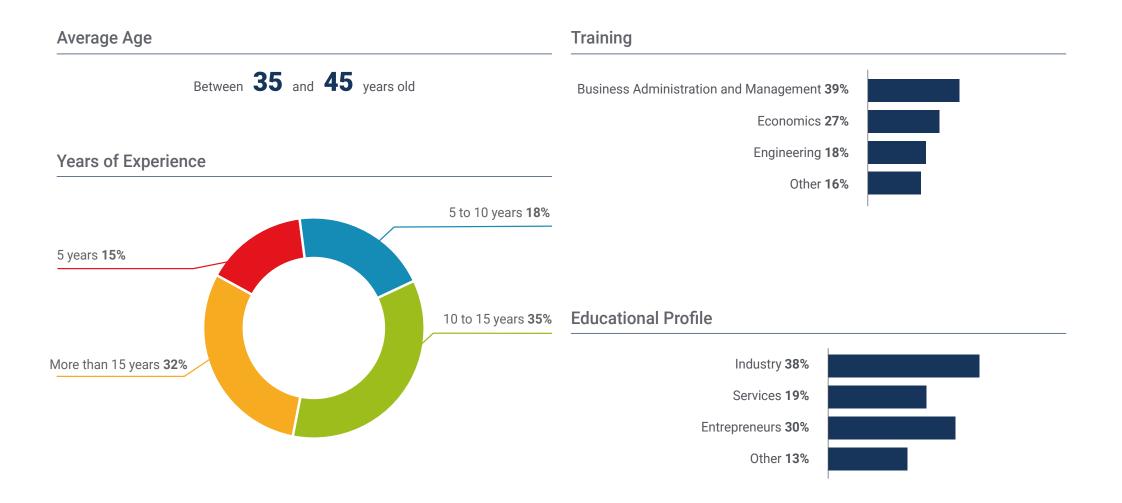


## 07 Our Students' Profiles

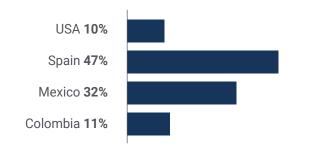
The student profile is composed of professionals seeking to specialize in this dynamic sector. In fact, they come from fields such as business administration, finance or consulting, with a solid academic background and relevant work experience. In addition, they are highly motivated individuals who wish to deepen their knowledge in M&A strategies, identify emerging opportunities and acquire skills in technology and digitalization. They also have a particular interest in the implementation of sustainable and corporate responsibility practices in the context of transactions.

The profile of students in this program is characterized by an analytical approach, leadership skills, and a desire to innovate and adapt to future trends in the global marketplace"

## tech 34 | Our Students' Profiles



**Geographical Distribution** 





## Germán Palomares Gutiérrez

#### Corporate Development Manager

"I have just completed TECH's Postgraduate Certificate in Trends and Future of Mergers and Acquisitions, and the truth is that it has been an enriching experience. The syllabus covers everything you need to know to be at the forefront in this field: from identifying emerging opportunities and innovative strategies, to the importance of globalization and sustainability in transactions. In addition, the teachers are true experts, with a mix of academics and practitioners, with extensive experience in the sector. It has certainly been a worthwhile investment that will have a very positive impact on my career"

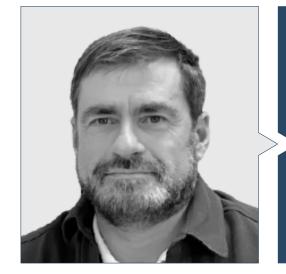
## 08 Course Management

The faculty is composed of a select group of experts with extensive academic and professional experience in the field of Mergers and Acquisitions. In fact, these professionals have held strategic positions in leading global corporations and consulting firms. In addition, their practical experience in negotiating and executing complex international transactions, combined with their up-to-date knowledge of the latest technological and regulatory trends, allows them to offer comprehensive and applied training.

The knowledge of the teaching team covers key areas, such as technology, digitalization, globalization and sustainability in the context of M&A"

# tech 38 | Course Management

### Management



### Dr. Gómez Martínez, Raúl

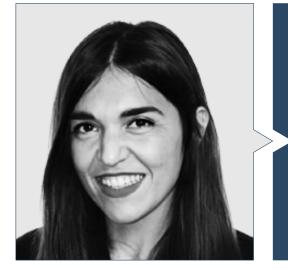
- Founding Partner and CEO of Open 4 Blockchain Fintech
- Founding Partner of InvestMood Fintech
- CEO of Apara
- PhD in Business Economics and Finance from Universidad Rey Juan Carlos de Madrid
- Bachelor's Degree in Economics and Business Administration, Complutense University of Madrid
- Master's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



### Dr. García Costa, Beatriz

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

### Course Management | 39 tech



### Dr. García Costa, Laura

- Financial Consultant
- Finance Specialist at Just Eat
- Client Manager at Cetelem Bank
- Professor 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 Advice from the Rey Juan Carlos University
- Degree in Business Administration and Management from the University of Alcalá

### Professors

#### Dr. Medrano García, María Luisa

- Director of university graduate programs
- Technical advisor for public institutions
- Professor in university degrees, courses and postgraduate programs
- PhD. in Senior Management from the University Rey Juan Carlos
- Degree in Business Administration from the Complutense University of Madrid
- Economic and Social Council of the Community of Madrid Research Award

### Ms. Martín Rubiano, Iría

- Bank employee at Ibercaja Banco
- She has experience in several research projects
- Master's Degree in Senior Management from the Rey Juan Carlos University
- Master's Degree in Financial Planning and Advice from the Rey Juan Carlos University
- Degree in Business Administration and Management from the Rey Juan Carlos University

# 09 Impact on Your Career

This academic program will provide entrepreneurs with a competitive edge in the job market, equipping them with advanced skills and specialized knowledge in key areas such as technology, digitalization, globalization and sustainability in the context of Mergers & Acquisitions. They will also be better prepared to take on leadership and strategic management roles in various industries, as they will be able to identify and seize emerging opportunities, implement innovative strategies and manage complex transactions globally. 1998) - 999-99 1998 - 99 - 9 1996 - 99 - 9

> This program will expand your career opportunities and provide you with the tools you need to make a significant contribution to the success and transformation of your organization"

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

The TECH Postgraduate Certificate in Trends and Future of Mergers and Acquisitions is an intensive program that prepares you to face challenges and business decisions in the Trends and Future of Mergers & Acquisitions arena. The main objective is to promote your personal and professional growth. Helping you achieve success.

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

You will delve into how sustainable practices can be integrated into M&A strategies to enhance corporate reputation and meet stakeholder expectations.

Time of Change



### Type of change



You will investigate how technology can improve integration and due diligence processes, facilitating the identification of synergies, thanks to an extensive library of multimedia resources.

### Salary increase

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





# 10 Benefits for Your Company

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

# Benefits for Your Company | 45 tech

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

## tech 46 | Benefits for Your Company

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



### Growth of talent and intellectual capital

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



#### Building agents of change

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



# 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.



### Increased international expansion possibilities

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



# Benefits for Your Company | 47 tech



### Project Development

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



### Increased competitiveness

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

# 11 **Certificate**

The Postgraduate Certificate in Trends and Future of Mergers and Acquisitions guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Global University.

Certificate | 49 tech

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

### tech 50 | Certificate

This private qualification will allow you to obtain a **Postgraduate Certificate in Trends** and Future of 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 Trends and Future of 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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