

Postgraduate Certificate

Valuation and Evaluation of Companies
in Mergers and Acquisitions Processes



Postgraduate Certificate Valuation and Evaluation of Companies in Mergers and Acquisitions Processes

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

Website: www.techtute.com/us/school-of-business/postgraduate-certificate/valuation-evaluation-companies-mergers-acquisitions-processes

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01 Welcome

Understanding the corporate framework and how it works, as well as the methodology for pre- and post-assessment and evaluation in M&A processes is essential to achieve fair and beneficial deals. Therefore, it is necessary to delve into the developments of the strategies that succeed in the most important active markets in the world, allowing their professionals to implement the best practice. Precisely that is the objective of this program, to offer its graduates all the information related to this subject, compacted in multidisciplinary content and presented in a convenient and flexible 100% online format. A unique opportunity to elevate knowledge to the pinnacle of mergers and acquisitions with a state-of-the-art program.



Postgraduate Certificate in Valuation and Evaluation of Companies in Mergers and Acquisitions Processes
TECH Global University



“

Master the evaluation of synergies and financial statement analysis with the best content and this Postgraduate Certificate"

02

Why Study at TECH?

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



“

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

At TECH Global University



Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000

executives prepared each year

+200

different nationalities



Empowerment

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

+500

collaborative agreements with leading companies



Talent

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

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



Multicultural Context

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

TECH students represent more than 200 different nationalities.

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



Analysis

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



Academic Excellence

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



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



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

03

Why Our Program?

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

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



“

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

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

01

A Strong Boost to Your Career

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

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

02

Develop a strategic and global vision of the company

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

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

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

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

04

You will take on new responsibilities

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

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

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

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

06

Thoroughly develop business projects.

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

20% of our students develop their own business idea.

07

Improve *soft skills* and management skills

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

Improve your communication and leadership skills and enhance your career.

08

You will be part of an exclusive community

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

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

04 Objectives

TECH is aware that combining study with professional practice is sometimes a complicated task. That is why, aimed at all those graduates who seek excellence through knowledge, this Postgraduate Certificate in Valuation and Evaluation of Companies in Mergers and Acquisitions Processes is aimed at all those graduates who seek excellence through knowledge. Therefore, its objective is to bring together the necessary information to turn students into renowned specialists in just 6 weeks of 100% online specialization.



“

The more demanding your objectives are with this Postgraduate Certificate, the more you will be able to get out of it"

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

The **Postgraduate Certificate in Valuation and Evaluation of Companies in Mergers and Acquisitions Processes** will enable students to:

01

Analyze company valuation methods

02

Know how to analyze financial statements





03

Conduct a synergies assessment

04

Determine valuation methods under uncertainty

05

Structure and Content

TECH is a pioneer in the academic environment for the use of the Relearning methodology. Thanks to this, graduates who select this program or any of those offered by the university will not have to invest extra hours memorizing, but will attend to an update of their knowledge in a natural and progressive way. All this supported by dozens of hours of additional multidisciplinary material to expand each section autonomously.



“

You will be able to access the Campus from any device with an Internet connection and download the content of the program for offline consultation”

Syllabus

The Postgraduate Certificate in Valuation and Evaluation of Companies in Mergers and Acquisitions Processes of TECH Global University is a comprehensive program that enables its graduates to face challenges and strategic decisions in the field of mergers and acquisitions. The content of the Postgraduate Certificate is designed to develop managerial skills that facilitate more accurate decision making in volatile environments.

Throughout 180 hours of study, students analyze numerous case studies through individual and collaborative work. It is, therefore, a true immersion in real business situations.

This Postgraduate Certificate deals in depth with the valuation of the company in the merger and acquisition process, discounted cash flow (DCF) methods and the evaluation of synergies, among other aspects.

It is designed to specialize professionals who understand mergers and acquisitions from a strategic, global and innovative perspective.

A plan designed for the professional development of graduates, focused on improving their performance and preparing them to achieve excellence in business management. A program that understands their needs and those of their organization, with innovative content based on the latest trends, supported by the best educational methodology and an exceptional faculty, which will provide them with the competencies to solve critical situations in a creative and efficient way.

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

Module 1

Valuation and Evaluation of Companies in Mergers and Acquisitions Processes



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Valuation and Evaluation of Companies in Mergers and Acquisitions Processes 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. Valuation and Evaluation of Companies in Mergers and Acquisitions Processes

1.1. Valuation of the Company in Merger and Acquisition Process

- 1.1.1. The Valuation of the Company in the Merger and Acquisition Process
- 1.1.2. Importance of the Valuation in the Merger and Acquisition Process
- 1.1.3. Assessment Methods

1.2. Discounted Cash Flow Method (DCF)

- 1.2.1. Discounted Cash Flow Method (DCF)
- 1.2.2. Cash Flow Projection
- 1.2.3. Determination of Terminal Value

1.3. Valuation using Market Multiples

- 1.3.1. Selection of Adequate Multiples
- 1.3.2. Application and Adjustment of Multiples
- 1.3.3. Comparative Analysis

1.4. Valuation of Intangible Assets

- 1.4.1. Analysis of Financial Statements
- 1.4.2. Intangible Valuation Methods
- 1.4.3. Impact of Intangibles on Total Valuation

1.5. Evaluation of Synergies

- 1.5.1. Types of Synergies: Operational and Financial
- 1.5.2. Quantification of Synergies
- 1.5.3. Risks Associated with Synergies

1.6. Analysis of Financial Statements

- 1.6.1. Balance Sheet Analysis
- 1.6.2. Profit and Loss Statement Evaluation
- 1.6.3. Cash Flow Analysis

1.7. Valuation Risks

- 1.7.1. Identification of Key Risks
- 1.7.2. Risk Assessment and Mitigation
- 1.7.3. Sensitivity and Scenario Analysis

1.8. Assessment in Specific Contexts

- 1.8.1. Startups and Growth Companies
- 1.8.2. Companies in Restructuring
- 1.8.3. Highly Volatile Companies

1.9. Valuation Adjustments and Premiums

- 1.9.1. Control and Liquidity Adjustments
- 1.9.2. Specific Risk Premiums
- 1.9.3. Discounts for Lack of Control

1.10. Valuation Tools and Software

- 1.10.1. Common Tools in the Industry
- 1.10.2. Financial Models and their Applications
- 1.10.3. Advantages and Limitations of the tools



“

Become an expert in valuation in specific contexts and succeed in Mergers and Acquisitions processes”

06

Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





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

TECH Business School uses the Case Study to contextualize all content

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

“

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



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



A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“ You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

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

Relearning Methodology

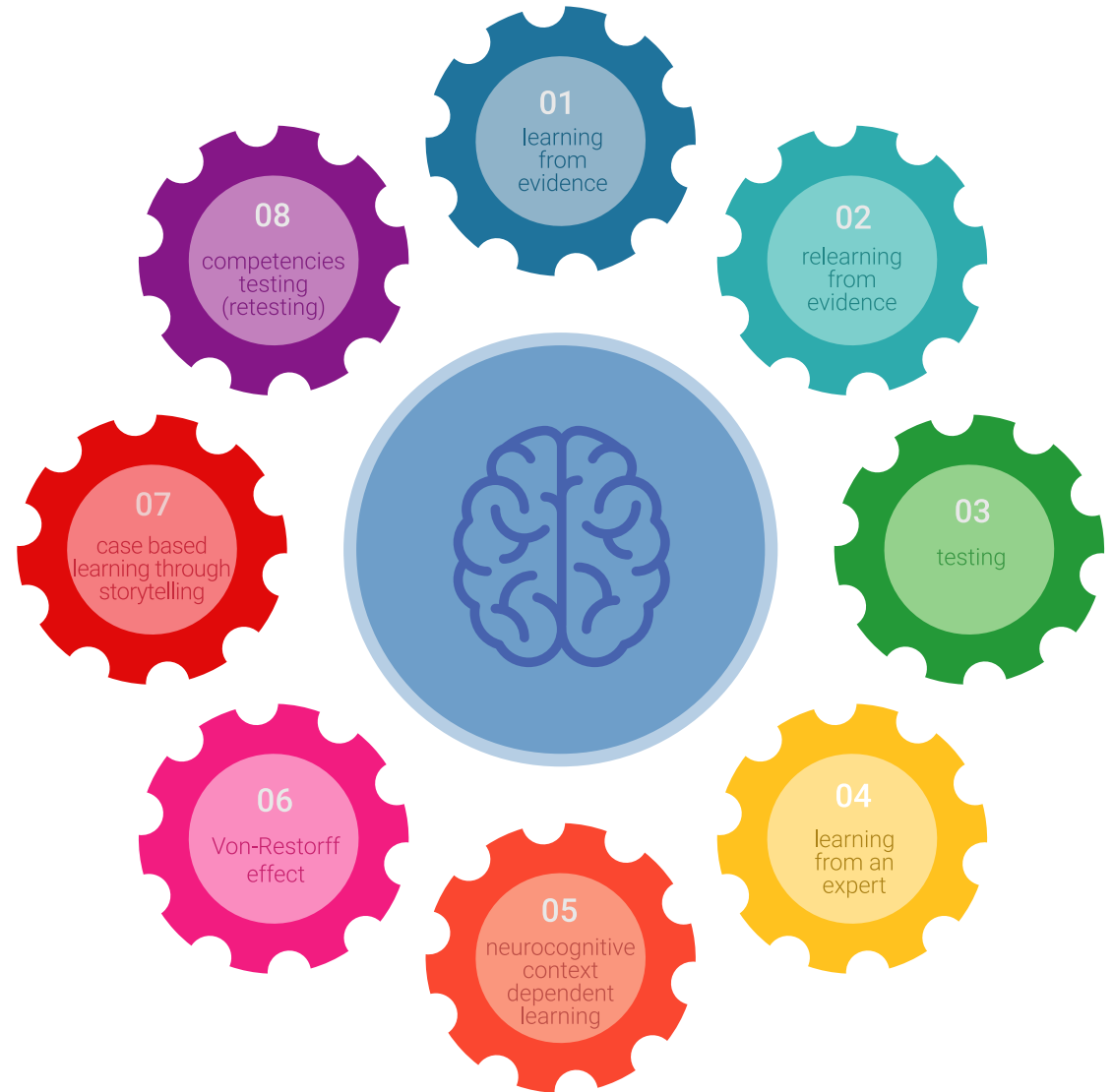
TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



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

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

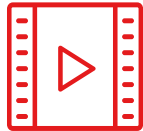
Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

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

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



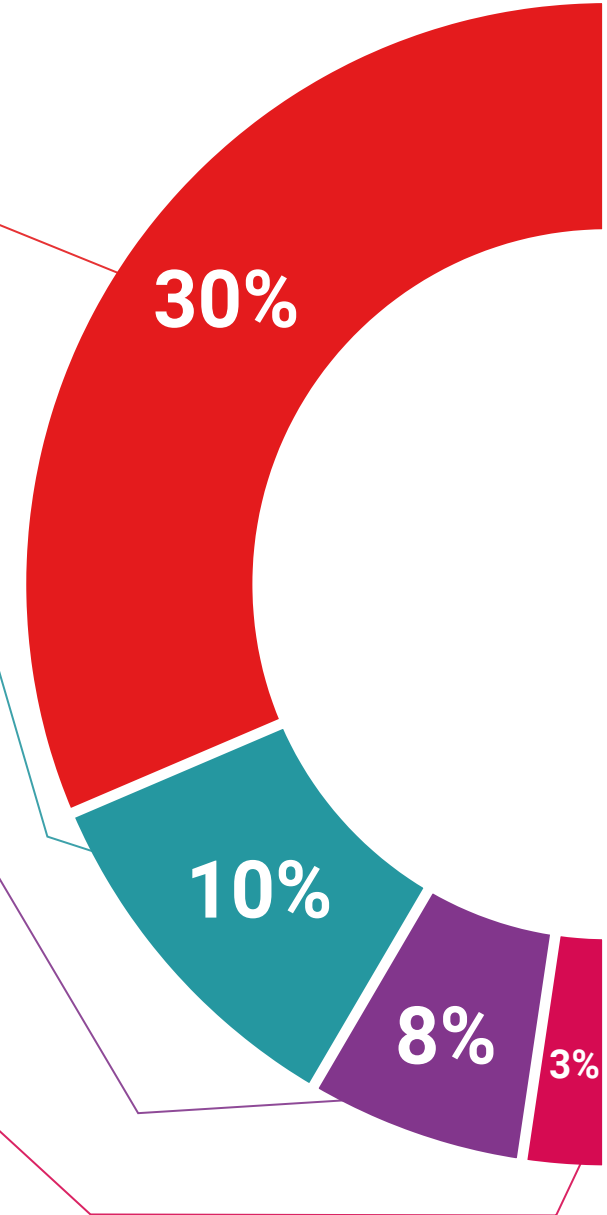
Management Skills Exercises

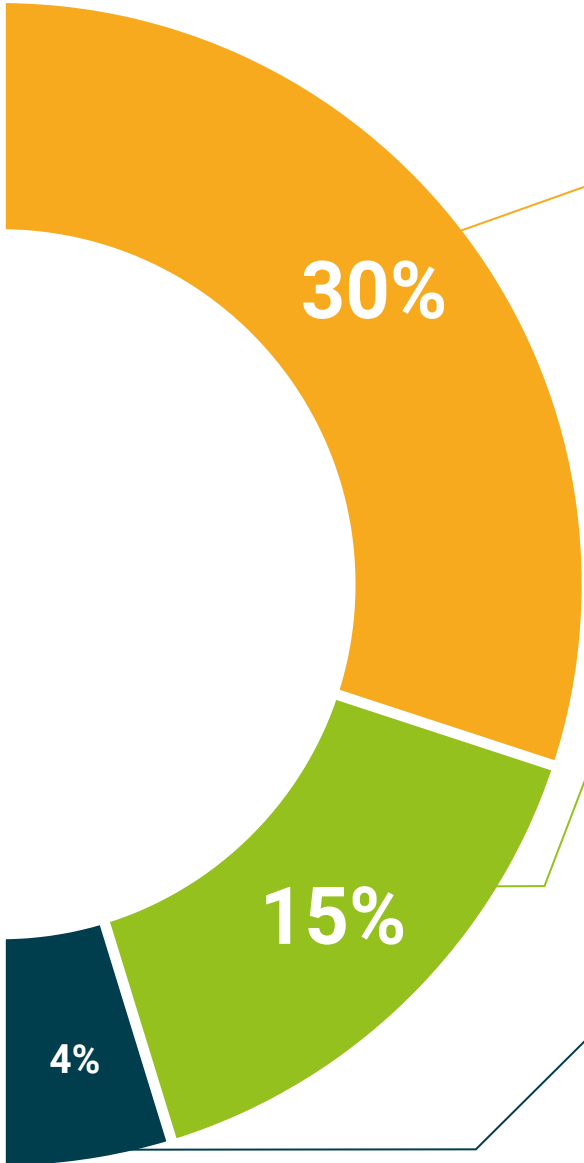
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Case Studies

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



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Testing & Retesting

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



07

Our Students' Profiles

The Postgraduate Certificate is aimed at Bachelor's Degree, Diploma or University Degree holders, who have previously completed any of the following degrees in the field of Social and Legal Sciences, 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 is also open to professionals who, being university graduates in any field, have two years of work experience in the field of Mergers and Acquisitions.





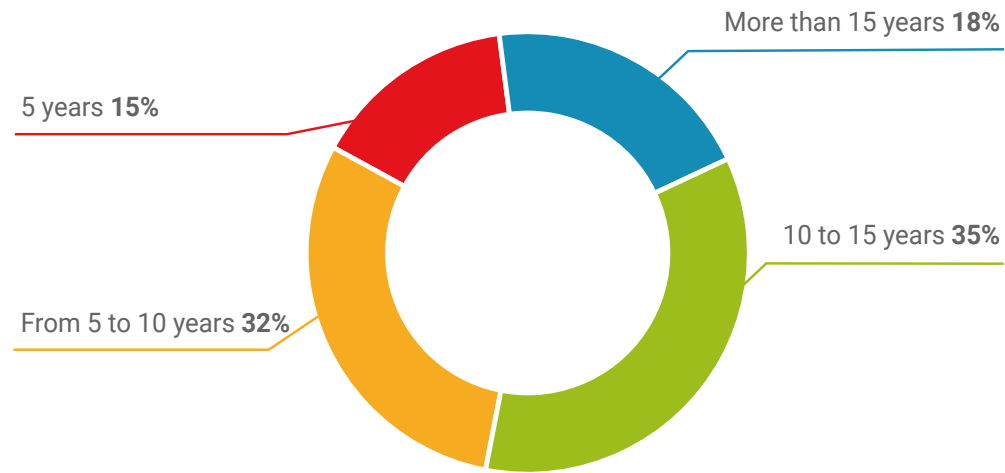
“

*You will master the valuation tools
and software in less than 6 weeks”*

Average Age

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

Years of Experience



Training

Business Administration and Management **39%**

Economics **27%**

Engineering **18%**

Others **16%**



Educational Profile

Industry **38%**

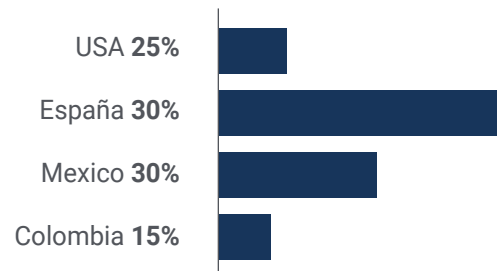
Services **19%**

Entrepreneurs **30%**

Other **13%**



Geographical Distribution



You will delve into the advantages and limitations of valuation tools with theoretical, practical and additional content of the highest level"



Fatna Gonzalez

M&A Analyst

"Studying at TECH Global University was an excellent decision. The professors are knowledgeable and always available. The modern infrastructure and practical approach of the program prepared me well for the job market. Thanks to TECH, I got a job quickly. I am very grateful for this experience"

08

Course Management

The design of the teaching staff is, together with the content, one of the most important points for TECH. For this reason, the best professionals are selected for each faculty, experts in the area of study, in this case the valuation and evaluation of companies in mergers and acquisitions processes, with an extensive career. Therefore, not only their knowledge but also their experience can be reflected in the content, providing a unique and incomparable additional value that will help the graduate to get the most out of the Postgraduate Certificate.





“

The faculty of this Postgraduate Certificate has exclusively designed hours of multidisciplinary content so that you can expand each section as you wish"

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 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 Rey Juan Carlos University
- ♦ Degree in Business Administration and Management from University of Alcalá

Professors**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
- ♦ University Master's Degree in Financial Planning and Advisory Services by the Rey Juan Carlos University
- ♦ Degree in Business Administration and Management by the Rey Juan Carlos University

09

Impact on Your Career

TECH has been recognized by Forbes as the best digital university in the world. Based on this, having a degree from this center in the resume brings prestige, as well as an enormous interest in continuing to improve and evolve in one's professional career. In addition, the course of this program will bring to the graduate's career a distinctive plus of professionalism, which will serve to distinguish them from the rest and achieve the best results.



“

Pursue your goals and reach your highest objectives with the help of TECH”

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

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

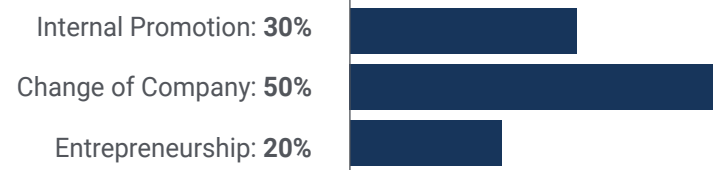
Become a specialist in quantifying synergies and managing the risks associated with synergies with TECH.

The program includes videos, news, articles, images, diagrams and much more for you to expand each section in a personalized way.

Time of Change



Type of change



Salary increase

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



10

Benefits for Your Company

The content of this program has been designed taking as a reference the current business context and the needs of companies specialized in mergers and acquisitions processes. For this reason, graduates who complete the Postgraduate Certificate will be able to contribute to the company of which they are a part with an exhaustive knowledge in this field, improving their leadership and conflict resolution skills.



“

Raise your company's talent and make a difference with a program that meets the needs of the most demanding labor market"

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 Valuation and Evaluation of Companies in Mergers and Acquisitions Processes 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 Valuation and Evaluation of Companies in Mergers and Acquisitions Processes** 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.

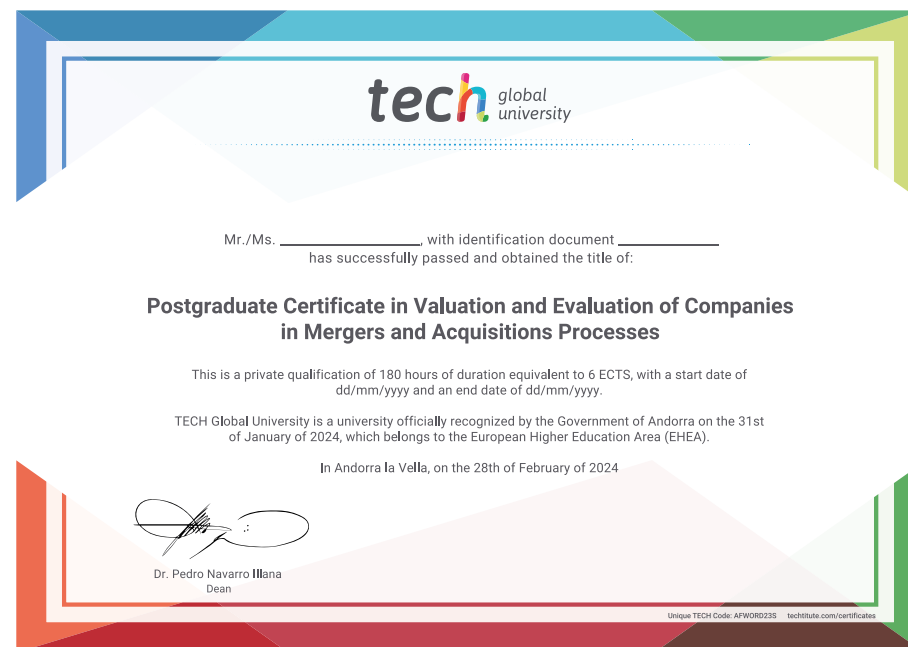
This **TECH Global University** private qualification is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Certificate in Valuation and Evaluation of Companies in Mergers and Acquisitions Processes**

Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**





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