



Postgraduate Diploma Mergers and Acquisitions Integration Processes

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Accreditation: 18 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-diploma/postgraduate-diploma-mergers-acquisitions-integration-processes

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01 **Welcome**

In today's dynamic business environment, Mergers and Acquisitions represent key strategies for corporate growth and expansion. However, the success of these transactions depends not only on the initial evaluation and strategic negotiation, but also on how effectively the post-acquisition integration processes are managed. For this reason, it is critical that professionals carry out meticulous planning to manage organizational change and the alignment of business cultures to maximize transaction value. In view of this, TECH is launching an innovative university program focused on the Merger and Acquisition processes. It should be noted that it is taught in a convenient 100% online format.









tech 08 | Why Study at TECH?

At TECH Technological 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

+200

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.

+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.



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"

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.



Academic Excellence

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



Economy of Scale

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





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.



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 Technological Universitycommunity.

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





tech 16 | Objectives

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

The Postgraduate Diploma in Mergers and Acquisitions Integration Processes will enable the student to:



Effectively manage the most advanced methods for effective Due Diligence



Use the results of Due Diligence to make strategic decision



Manage the entire process of achieving contract closure







Design and implement integration strategies that maximize transaction value



Determine how to optimally manage change and subsequent cultural integration



Conduct post-acquisition monitoring and assessment





tech 20 | Structure and Content

Syllabus

TECH Global University's Postgraduate Diploma in Mergers and Acquisitions Integration Processes is an intensive program that prepares professionals to overcome business challenges in this area.

During 540 hours, students will have access to numerous resources in different formats, such as explanatory videos, case studies or specialized readings. As a result, graduates will enjoy an enjoyable and dynamic learning experience.

The academic itinerary will delve into the assessment and evaluation of institutions in Mergers and Acquisitions processes. In this way, students will acquire the skills to handle techniques such as the discounted cash flow method or valuation by means of multiple market valuation.

It should be noted that TECH uses its disruptive Relearning methodology, which consists of repeating the key concepts of the syllabus. This will ensure that graduates enjoy a progressive and natural learning process, without having to resort to traditional memorization.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1 Due Diligence in Mergers & Acquisitions

Module 2 Negotiation and Contract in Mergers & Acquisitions

Module 3 Post-Acquisition Integration in Mergers and Acquisitions



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Mergers and Acquisitions Integration Processes completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

tech 22 | Structure and Content

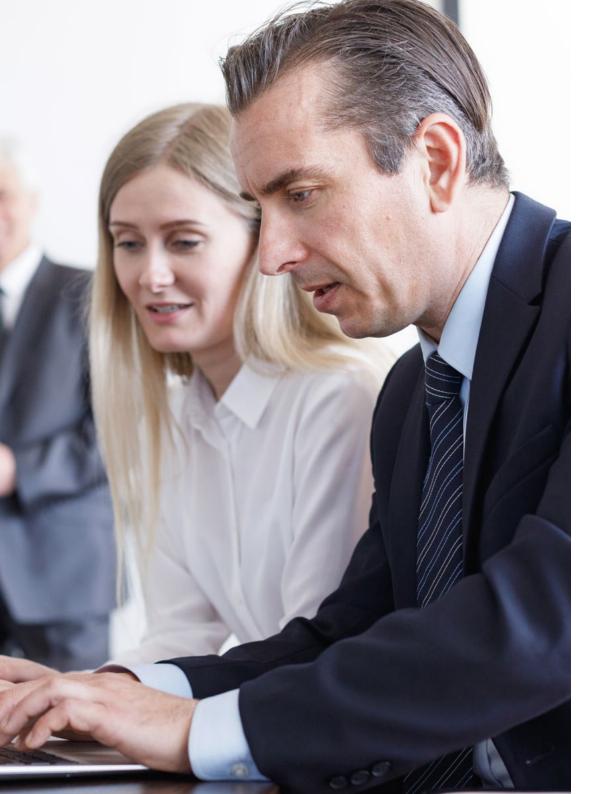
Module 1. Due Diligence in Mergers & Acquisitions						
 1.1. Process of Due Diligence in Mergers & Acquisitions 1.1.1. Due Diligence 1.1.2. Stages of the Due Diligence Process 1.1.3. Planning and Execution 	1.2. Financial Due Diligence1.2.1. Financial Statements1.2.2. Debt and Liquidity Analysis1.2.3. Evaluation of Revenues and Costs	1.3. Legal Due Diligence1.3.1. Review of Legal Documents1.3.2. Legal Risk Assessment1.3.3. Regulatory Compliance	1.4. Commercial Due Diligence1.4.1. Market and Competition Analysis1.4.2. Customer Portfolio Assessment1.4.3. Growth Projections			
1.5. Operational Due Diligence1.5.1. Evaluation of Operational Processes1.5.2. Supply Chain Analysis1.5.3. Facilities and Assets Review	1.6. Human Resources Due Diligence1.6.1. Organizational Structure Assessment1.6.2. Compensation and Benefits Analysis1.6.3. Talent Retention and Management	1.7. IT and Systems Due Diligence1.7.1. IT Infrastructure Evaluation1.7.2. Information Security1.7.3. Systems Integration	 1.8. Environmental Due Diligence 1.8.1. Environmental Impact Assessment 1.8.2. Compliance with Environmental Regulations 1.8.3. Environmental Risks and Liabilities 			
1.9. Fiscal Due Diligence1.9.1. Review of Tax Obligations1.9.2. Tax Risk Assessment1.9.3. Post-Acquisition Tax Planning	 1.10. Due Diligence Report 1.10.1. Structure of the Due Diligence Report 1.10.2. Presentation of Findings and Recommendations 1.10.3. Decision Making Based on the Report 					

Module 2. Negotiation and Contract in Mergers & Acquisitions							
2.1. 2.1.1. 2.1.2. 2.1.3.	Acquisitions Negotiation in Mergers and Acquisitions Negotiation Strategies	2.2.1. 2.2.2. 2.2.3.	Negotiation Techniques Applied to Mergers and Acquisitions Persuasion and Influence Techniques Concession Management Conflict Resolution	2.3.2.	Relevant Aspects of Negotiation in Mergers and Acquisitions Particularities of Negotiation in Mergers and Acquisitions Strategies for Friendly and Hostile Negotiations Negotiation Roles and Responsibilities		Letter of Intent (LOI) Memorandum of Understanding (MOU)
2.5. 2.5.1. 2.5.2. 2.5.3.	, ,	2.6. 2.6.1. 2.6.2. 2.6.3.	Financial Aspects in the Negotiation Differences between Entreprise Value and Equity Value. Payment Structure Price Adjustments Earning and Retention Clauses	2.7. 2.7.1. 2.7.2. 2.7.3.	Legal Aspects in the Negotiation Regulatory Compliance Property Protection Dispute Resolution	2.8.1. 2.8.2. 2.8.3.	· ·
2.9. 2.9.1. 2.9.2. 2.9.3.	The Negotiation Closure in the Field of Mergers and Acquisitions Closing Procedures Coordination of Interested Parties Documentation and Records	2.10.1 2.10.2	Post-Negotiation Evaluation Review of Negotiation Results Analysis of Lessons Learned Continuous Improvement in Negotiation Strategy				

tech 24 | Structure and Content

N	Module 3. Post-Acquisition Integration in	ı Merg	ers and Acquisitions			
	Post-Acquisition Company Integration Planning Integration Objectives and Strategy Integration Plan Design Timeline and Resources Required	3.2. 3.2.1. 3.2.2. 3.2.3.	Change Management Change Management Communication and Participation Overcoming Resistance to Change		Integration. of Human Resources Key Talent Retention Alignment of Corporate Cultures Workforce Restructuring	9
3.5. 3.5.1. 3.5.2. 3.5.3.	Synergies and Value Creation Identification of Synergies Measuring and Realizing Synergies Monitoring and Evaluation of Results	3.6.1. 3.6.2. 3.6.3.	Internal and External Communication in Post-Acquisition Communication Strategies Public Perception Management Investor and Stakeholder Communication	3.7. 3.7.1. 3.7.2. 3.7.3.	Post-Acquisition Organizational Culture Management Evaluation of Organizational Cultures Strategies for Cultural Alignment Fostering a New Corporate Culture	Plan
3.9. 3.9.1. 3.9.2. 3.9.3.	3	3.10.1 3.10.2	Integration Examples Post-Acquisition Success and Failure Analysis Lessons Learned Best Practices in Integration			







You will effectively manage all aspects of M&A projects, from the initial strategic planning phase through post-acquisition integration"



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.





tech 28 | 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.





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



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

A learning method that is different and innovative

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



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

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

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

tech 30 | 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 | 31 **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.

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.



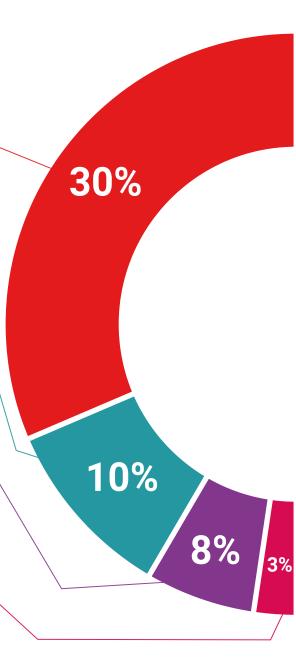
Management Skills Exercises

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.

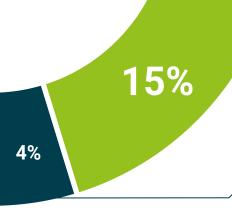


This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

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.





30%



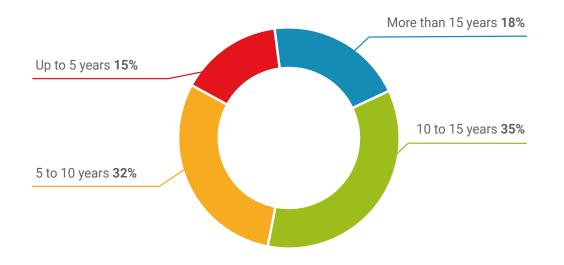


tech 36 | Our Students' Profiles

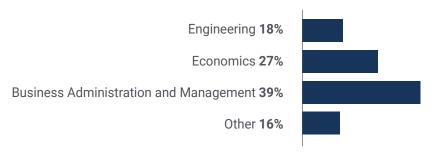
Average Age

Between 35 and 45 years old

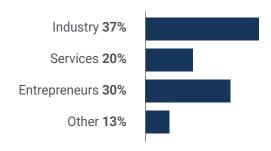
Years of Experience



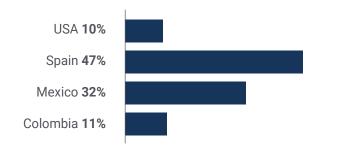
Training



Educational Profile



Geographical Distribution





María Hernández Cabrera

Director of Corporate Development

"The Postgraduate Diploma in Mergers and Acquisitions Integration Processes has not only been an opportunity to gain specialized knowledge in financial valuation and M&A strategies, but also to develop critical skills in team management and complex problem solving. I am excited for the future and confident that what I have learned here will be instrumental to my professional development in the corporate transaction arena"





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



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

Mr. Martín Moreno, David

- Specialist in Financial Management by the European University Miguel de Cervantes. Business School
- Master's Degree in Financial Planning and Advice from the Rey Juan Carlos University
- Degree in Accounting and Finance from the Rey Juan Carlos University





tech 44 | Impact on Your Career

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

The TECH Postgraduate Diploma in Mergers and Acquisitions Integration Processes is an intensive program that prepares you to face challenges and business decisions in the 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.

A unique, key, and decisive educational experience to boost your professional development.

If you want to make a positive change in your profession, the Postgraduate Diploma in Mergers and Acquisitions Integration Processes will help you achieve it.

Time of Change



Type of change



Salary increase

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

\$ **52,000**

A salary increase of

26.24%

\$ 65,644





tech 48 | 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.



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.



Building agents of change

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



Increased international expansion possibilities

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





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.





tech 52 | Certificate

This private qualification will allow you to obtain a **Postgraduate Diploma in Mergers** and **Acquisitions Integration 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.

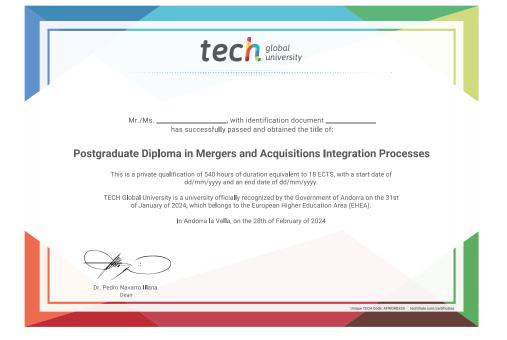
This **TECH Global University** private qualification, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Postgraduate Diploma in Mergers and Acquisitions Integration Processes

Modality: **online**

Duration: 6 months

Accreditation: 18 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.



Postgraduate Diploma Mergers and Acquisitions Integration Processes

» Modality: online

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» Certificate: TECH Global University

» Accreditation: 18 ECTS

» Schedule: at your own pace

» Exams: online

