

Postgraduate Diploma Mergers and Acquisitions



Postgraduate Diploma Mergers and Acquisitions

- » Modality: online
- » Duration: 6 months
- » Certificate: TECH Global University
- » Accreditation: 24 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.techtute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-mergers-acquisitions

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01 Welcome

The Mergers and Acquisitions (M&A) market has experienced a significant rebound, due to the continuity of bankarization in emerging markets, the expansion of digital platforms and the boom in sectors such as Fintech, infrastructure, healthcare and renewable energy. In addition, companies are aligning their strategic objectives with environmental and social management, exploring opportunities in renewable energy and clean technology. Also, traditional institutions are looking to acquire digital capabilities to improve customer experience and close the technology gap. In this context, TECH has launched a complete and fully online program, which only requires an electronic device with Internet access to consult the materials. Additionally, it uses the innovative Relearning methodology.



Postgraduate Diploma in Mergers and Acquisitions
TECH Global University



“

This 100% online Postgraduate Diploma will provide you with an in-depth understanding of the strategic, financial and legal processes involved in M&A transactions”

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 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

executives prepared each year

+200

different nationalities



Empowerment

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

+500

collaborative agreements with leading companies



Talent

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

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



Multicultural Context

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

TECH students represent more than 200 different nationalities.

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



Analysis

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



Academic Excellence

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



Economy of Scale

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



Learn with the best

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

Teachers representing 20 different nationalities.



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

03

Why Our Program?

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

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



“

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

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

01

A Strong Boost to Your Career

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

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

02

Develop a strategic and global vision of the company

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

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

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

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

04

You will take on new responsibilities

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

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

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

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

06

Thoroughly develop business projects.

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

20% of our students develop their own business idea.

07

Improve soft skills and management skills

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

Improve your communication and leadership skills and enhance your career.

08

You will be part of an exclusive community

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

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

04 Objectives

The main objective of the program will be to specialize professionals with a deep understanding of the strategic and operational processes involved in Mergers and Acquisitions (M&A). As such, entrepreneurs will be prepared to understand the fundamentals of business transactions, from the evaluation of growth and restructuring opportunities, to the implementation of strategies that maximize value and minimize risks. In addition, you will acquire skills to handle complex negotiations, conduct comprehensive due diligence analyses, and effectively manage organizational change and the resulting cultural integration.



“

You will immerse yourself in the processes and dynamics involved in Mergers & Acquisitions, from initial strategic assessment, to effective execution and post-operational integration”

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

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

01

Develop specialized knowledge the processes of Mergers and Acquisition

02

Analyze the role of Mergers and Acquisitions transactions in the context of business growth, restructuring and value creation

03

Design strategies that enhance value and minimize risks in transactions





04

Identify and mitigate potential risks and use the results of Due Diligence to make strategic decisions

05

Manage the tools and techniques necessary to negotiate effectively in the context of Mergers and Acquisitions

06

Determine how to manage change and subsequent cultural integration effectively

05

Structure and Content

This Postgraduate Diploma in Mergers and Acquisitions is delivered in a convenient 100% online format, allowing students to plan their own schedule and pace of study. Over 6 months, graduates will embark on a high-intensity experience that will lay the foundation for their success in Mergers & Acquisitions (M&A) transactions.



“

You will analyze the role of M&A in the context of business growth, restructuring and value creation, thanks to an extensive library of multimedia resources”

Syllabus

The Postgraduate Diploma in Mergers and Acquisitions will offer multiple benefits that enhance the professional and academic development of graduates. This program will provide an in-depth understanding of the strategic, financial and legal processes involved in M&A transactions, which is essential for any professional who wishes to specialize in this field.

In this way, entrepreneurs will be able to understand in depth how these transactions play a crucial role in business growth, restructuring and value creation. In this way, through a detailed analysis, strategies will be designed to maximize the value of the transactions and minimize the associated risks. We will also delve into the identification and mitigation of potential risks, using the results of Due Diligence to make informed strategic decisions.

They will also learn the tools and techniques necessary to negotiate effectively in the context of Mergers and Acquisitions, managing change and post-merger cultural integration effectively, and ensuring organizational cohesion. In addition, with these skills, professionals will be better prepared to lead and execute complex transactions in a dynamic and competitive business environment.

All this is offered through a completely online method, which adjusts to the individual needs of students, allowing them to organize themselves according to their personal and work schedules, eliminating the need to travel to a physical center. Additionally, it is based on the revolutionary Relearning methodology, which consists of the repetition of key concepts for an optimal and natural assimilation of the content.

This Postgraduate Diploma takes place over 6 months and is divided into 4 modules:

Module 1

Mergers and Acquisitions

Module 2

Valuation and Evaluation of Companies in Merger and Acquisition Processes

Module 3

Due Diligence in Mergers & Acquisitions

Module 4

Risk Management and Compliance in Mergers and Acquisitions



Where, When and How is it Taught?

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

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

Module 1. Mergers and Acquisitions

1.1. Mergers and Acquisitions

- 1.1.1. Types of Operation in Mergers and Acquisitions
- 1.1.2. Differences between Mergers and Acquisitions
- 1.1.3. Life Cycle of a Transaction

1.2. Evolution of Mergers and Acquisitions

- 1.2.1. Historical Evolution of Mergers and Acquisitions
- 1.2.2. Trends and Cycles in Mergers & Acquisitions
- 1.2.3. Major Historical Transactions

1.3. Feasibility of Mergers and Acquisitions

- 1.3.1. Value Creation and Synergies
- 1.3.2. Diversification and Market Expansion
- 1.3.3. Acquisition of Competencies and Resources

1.4. Types of Transactions

- 1.4.1. Horizontal, Vertical and Conglomerate Mergers
- 1.4.2. Friendly and Hostile Acquisitions: Takeovers
- 1.4.3. Joint Ventures and Strategic Alliances

1.5. Process of Mergers and Acquisitions

- 1.5.1. Stages of the Mergers and Acquisitions Process
- 1.5.2. Going Public: MAB and Continuous Market
- 1.5.3. Due Diligence and Evaluation
- 1.5.4. Integration.

1.6. Financial Analysis in Mergers and Acquisitions

- 1.6.1. Financial Statements and Key Ratios
- 1.6.2. Profitability and Risk Analysis
- 1.6.3. Financial Health Assessment

1.7. Valuation of Companies

- 1.7.1. Valuation Methods: DCF and Multiples
- 1.7.2. Valuation of Tangible and Intangible Assets
- 1.7.3. Evaluation of Synergies

1.8. Formal Aspects in Mergers and Acquisitions

- 1.8.1. Regulatory Framework and International Regulations
- 1.8.2. Contracts and Legal Documentation
- 1.8.3. Compliance and Legal Due Diligence

1.9. Financing of Mergers and Acquisitions

- 1.9.1. Sources of Financing: Debt and Equity
- 1.9.2. Structuring Financing
- 1.9.3. Fiscal Aspects and their Impact on the Financing Structure

1.10. Risk and Problems in Mergers & Acquisitions

- 1.10.1. Risk Identification and Management
- 1.10.2. Common Problems in Mergers and Acquisitions
- 1.10.3. Risk Mitigation Strategies

Module 2. Valuation and Evaluation of Companies in Transactions**2.1. Valuation and Evaluation of Companies in Transactions**

- 2.1.1. The Valuation of the Company in the Merger and Acquisition Process
- 2.1.2. Importance of the Valuation in the Merger & Acquisition Process
- 2.1.3. Impact of Inclusion in Stock Indexes
- 2.1.4. Valuation Methods

2.2. Discounted Cash Flow Method (DCF)

- 2.2.1. Discounted Cash Flows (DCF)
- 2.2.2. Cash Flow Projection
- 2.2.3. Determination of Terminal Value

2.3. Valuation by Multiples

- 2.3.1. Selection of Adequate Multiples
- 2.3.2. Application and Adjustment of Multiples
- 2.3.3. Comparative Analysis

2.4. Valuation of Tangible and Intangible Assets

- 2.4.1. Valuation of Tangible Assets
- 2.4.2. Identification of Intangible Assets
- 2.4.3. Intangible Valuation Methods
- 2.4.4. Impact of Intangibles on Total Valuation

2.5. Evaluation of Synergies

- 2.5.1. Types of Synergies: Operational and Financial
- 2.5.2. Quantification of Synergies
- 2.5.3. Risks Associated with Synergies

2.6. Analysis of Financial Statements

- 2.6.1. Balance Sheet and Working Capital Analysis
- 2.6.2. Structure of the Income Statement
- 2.6.3. Cash Flow Analysis

2.7. Valuation Risks

- 2.7.1. Identification of Key Risks
- 2.7.2. Risk Assessment and Mitigation
- 2.7.3. Sensitivity and Scenario Analysis

2.8. Assessment in Specific Contexts

- 2.8.1. Startups and Growth Companies
- 2.8.2. Companies in Restructuring
- 2.8.3. Highly Volatile Companies

2.9. Valuation Adjustments and Premiums

- 2.9.1. Control and Liquidity Adjustments
- 2.9.2. Specific Risk Premiums
- 2.9.3. Discounts for Lack of Control

2.10. Valuation Tools and Software

- 2.10.1. Common Tools in the Industry
- 2.10.2. Financial Models and their Applications
- 2.10.3. Advantages and Limitations of the Tools

Module 3. Due Diligence in Mergers & Acquisitions

3.1. Process of Due Diligence in Mergers & Acquisitions

- 3.1.1. Due Diligence
- 3.1.2. Stages of the Due Diligence Process
- 3.1.3. Planning and Execution

3.2. Financial Due Diligence

- 3.2.1. Financial Statements
- 3.2.2. Debt and Liquidity Analysis
- 3.2.3. Evaluation of Revenues and Costs

3.3. Legal Due Diligence

- 3.3.1. Review of Legal Documents
- 3.3.2. Legal Risk Assessment
- 3.3.3. Regulatory Compliance

3.4. Commercial Due Diligence

- 3.4.1. Market and Competition Analysis
- 3.4.2. Customer Portfolio Assessment
- 3.4.3. Growth Projections

3.5. Operational Due Diligence

- 3.5.1. Evaluation of Operational Processes
- 3.5.2. Supply Chain Analysis
- 3.5.3. Facilities and Assets Review

3.6. Human Resources Due Diligence

- 3.6.1. Organizational Structure Assessment
- 3.6.2. Compensation and Benefits Analysis
- 3.6.3. Talent Retention and Management

3.7. IT and Systems Due Diligence

- 3.7.1. IT Infrastructure Evaluation
- 3.7.2. Information Security
- 3.7.3. Systems Integration

3.8. Environmental Due Diligence

- 3.8.1. Environmental Impact Assessment
- 3.8.2. Compliance with Environmental Regulations
- 3.8.3. Environmental Risks and Liabilities

3.9. Fiscal Due Diligence

- 3.9.1. Review of Tax Obligations
- 3.9.2. Tax Risk Assessment
- 3.9.3. Post-Acquisition Tax Planning

3.10. Due Diligence Report

- 3.10.1. Structure of the Due Diligence Report
- 3.10.2. Presentation of Findings and Recommendations
- 3.10.3. Decision Making Based on the Report

Module 4. Risk Management and Compliance in Mergers and Acquisitions**4.1. Risk Identification in Mergers and Acquisitions**

- 4.1.1. Types of Risks in Mergers and Acquisitions
- 4.1.2. Risk Identification Methodologies
- 4.1.3. Risk Assessment Tools

4.2. Financial and Market Risks

- 4.2.1. Financing Risks
- 4.2.2. Market Volatility
- 4.2.3. Foreign Exchange Risks

4.3. Operational and Integration Risks

- 4.3.1. Failures in the Integration of Operations
- 4.3.2. Supply Chain Disruptions
- 4.3.3. Impact on Productivity

4.4. Legal and Regulatory Risks

- 4.4.1. Regulatory Compliance
- 4.4.2. Litigation and Legal Disputes
- 4.4.3. Penalties and Fines

4.5. Technological and Security Risks

- 4.5.1. IT Systems Integration
- 4.5.2. Cybersecurity and Data Protection
- 4.5.3. Technological Innovation

4.6. Human Resources Risks

- 4.6.1. Talent Retention
- 4.6.2. Labor Conflicts
- 4.6.3. Cultural Change Management

4.7. Reputational Risks

- 4.7.1. Impact on Corporate Reputation
- 4.7.2. Crisis Management and Communication
- 4.7.3. Relationship with Stakeholders

4.8. Environmental and Social Risks

- 4.8.1. Compliance with Environmental Standards
- 4.8.2. Corporate Social Responsibility
- 4.8.3. Community Impact

4.9. Risk Management and Mitigation

- 4.9.1. Mitigation Strategies
- 4.9.2. Contingency Planning
- 4.9.3. Risk Monitoring and Control

4.10. Practical Examples of Risks in Mergers and Acquisitions

- 4.10.1. Analysis of Real Situations
- 4.10.2. Lessons Learned
- 4.10.3. Best Practices in Risk Management



You will cover key topics, such as the evaluation and valuation of companies, the design of strategies that increase value and minimize risks, and the importance of Due Diligence”

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.

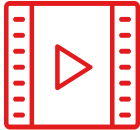
Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

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.



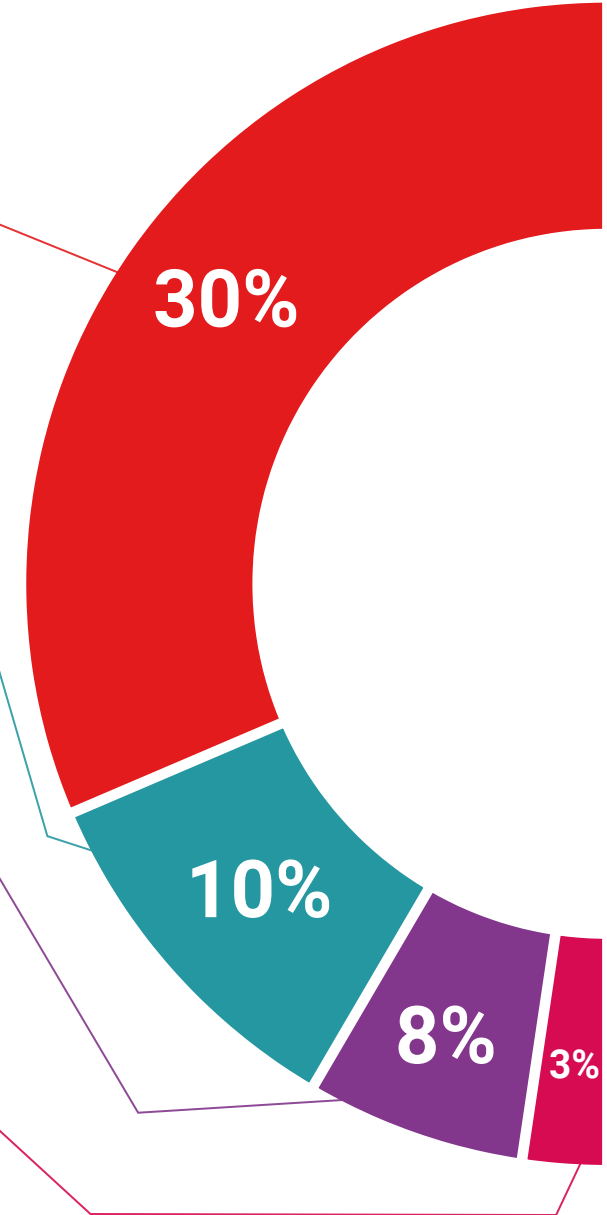
Management Skills Exercises

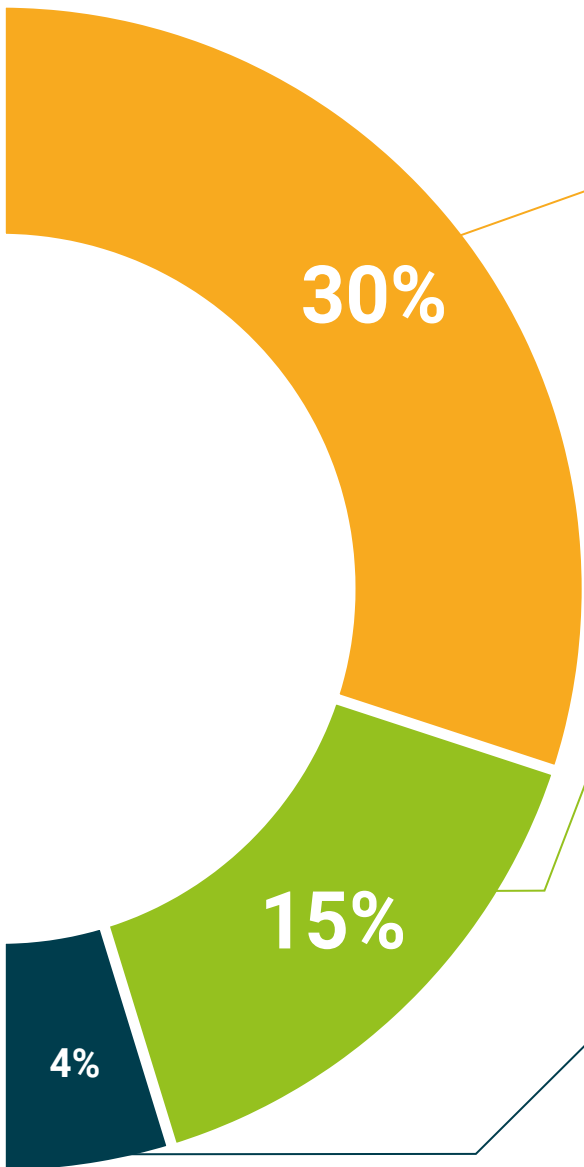
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



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

Students in the Mergers and Acquisitions program are professionals with experience in areas related to corporate finance, business law, strategic consulting or business management. In fact, the diversity of participants with different academic profiles and from multiple nationalities makes up the multidisciplinary approach of this program. The program also attracts individuals seeking to specialize in the complex and dynamic field of Mergers and Acquisitions, with the objective of acquiring advanced skills to lead and manage these strategic operations effectively. In addition, they have a keen interest in gaining an in-depth understanding of the processes of evaluating, negotiating and executing M&A transactions, as well as developing capabilities to mitigate risks and optimize value creation in global and diverse business environments.





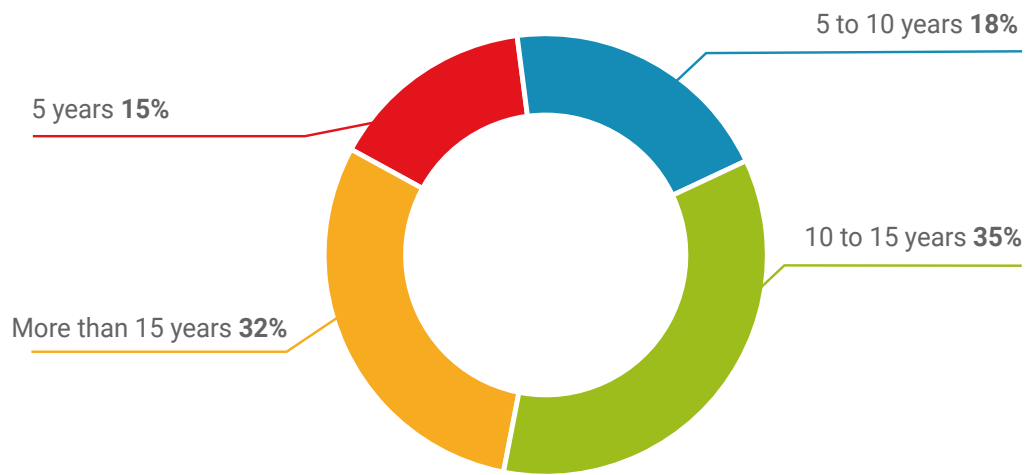
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The student body of this program is made up of professionals eager to delve deeper into the complex and strategic processes of Mergers and Acquisitions (M&A)”

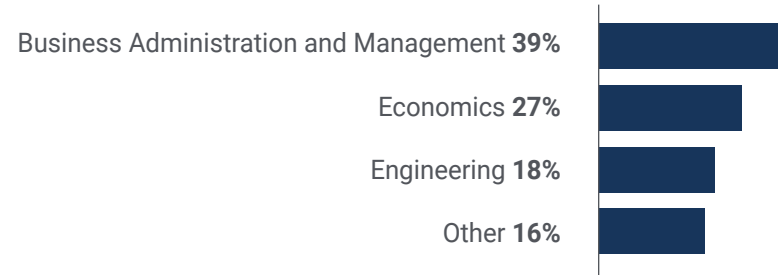
Average Age

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

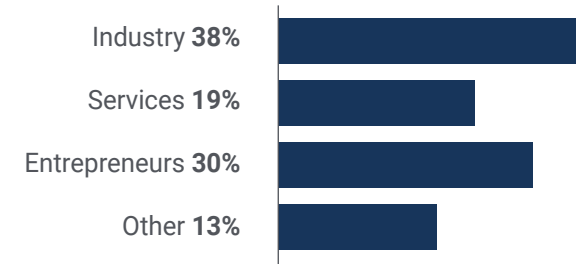
Years of Experience



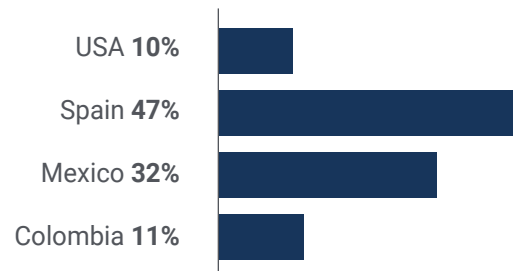
Training



Educational Profile



Geographical Distribution



Dulce María Jiménez Ortiz

Corporate Development

"The Postgraduate Diploma in Mergers and Acquisitions has proved to be a very positive experience! This program has not only allowed me to deepen my knowledge of the intricacies of M&A, but it has also equipped me with practical skills that are directly applicable in the real world. I have learned how to design strategies that truly add value to transactions, minimizing risks and maximizing opportunities. In addition, the professors, all of whom are experts with experience in global transactions, shared with us real stories and challenges they faced during their professional work"

08

Course Management

The teaching team behind this Postgraduate Diploma in Mergers and Acquisitions is composed of renowned experts in the field, and have been selected for their vast practical and academic experience in corporate transactions. In addition, these professionals not only possess a deep theoretical knowledge of M&A processes and strategies, but will also bring an invaluable practical perspective, based on their direct involvement in significant international transactions.





“

The faculty will guide you through the critical analysis of case studies, the resolution of complex problems and the application of innovative strategies in M&A transactions”

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. Segura Pacho, Felipe Marcelo**

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

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 Rey Juan Carlos University

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





“

Take the opportunity to learn about the latest advances in this field in order to apply it to your daily practice”

09

Impact on Your Career

This undergraduate program will provide an in-depth understanding of complex M&A processes, equipping professionals with specialized skills in strategic assessment, advanced financial analysis and effective negotiation. This knowledge will not only expand career development opportunities in specific roles, such as M&A analyst, strategic consultant or post-merger integration manager, but will also enhance the ability to lead key initiatives within an organization.



“

Networking with industry experts and hands-on project experience will strengthen your credibility and professional profile, opening doors to roles of greater responsibility”

Bet on TECH! You will be prepared to meet the challenges and take advantage of the opportunities presented by Mergers and Acquisitions in today's dynamic business environment.

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

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

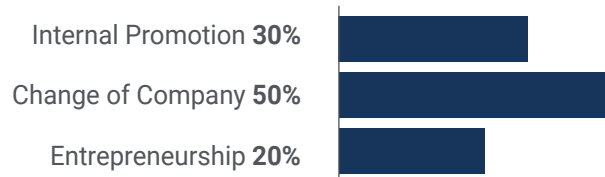
If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

You will master tools and techniques to negotiate effectively in the context of mergers and acquisitions, through the best didactic materials, at the forefront of technology and education.

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

This academic program will equip entrepreneurs with the knowledge necessary to evaluate and execute M&A transactions in a more informed and efficient manner. They will be able to design strategies that maximize transaction value, minimize risk and facilitate more effective cultural and operational integration. In addition, they will be better prepared to identify growth opportunities through strategic mergers or acquisitions, as well as to manage organizational change that may arise.



“

You will strengthen your company's competitive position in the marketplace, opening new avenues for expansion and strategic development that will drive long-term growth. Enroll now!”

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 Diploma in Mergers and Acquisitions guarantees students, in addition to the most rigorous and up-to-date education, access to a qualification 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 Diploma in Mergers and Acquisitions** endorsed by **TECH Global University**, the world's largest online university.

TECH Global University, is an official European University publicly recognized by the Government of Andorra ([official bulletin](#)). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

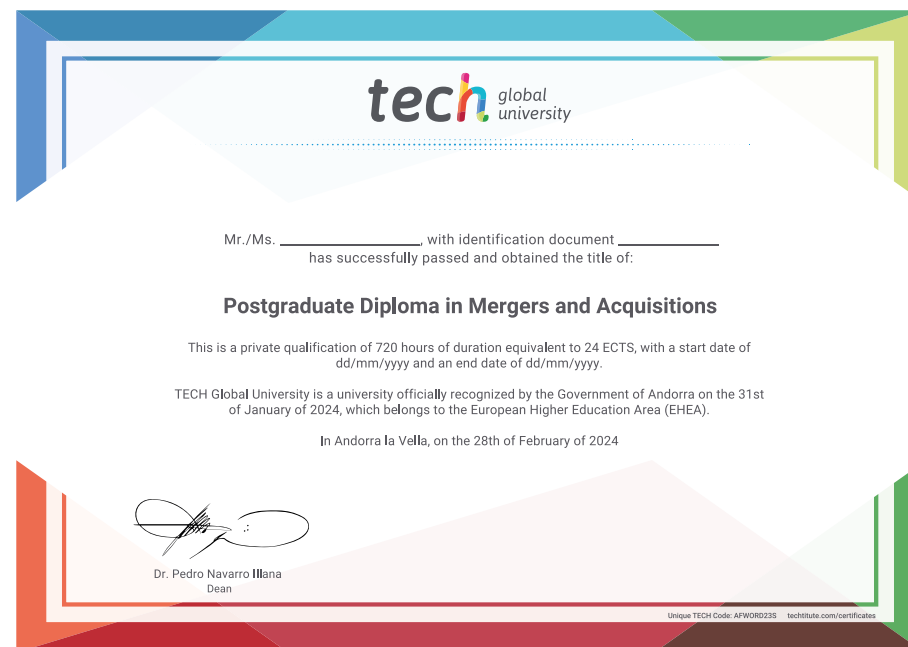
This **TECH Global University** private qualification, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Diploma in Mergers and Acquisitions**

Modality: **online**

Duration: **6 months**

Accreditation: **24 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

- » Modality: **online**
- » Duration: **6 months**
- » Certificate: **TECH Global University**
- » Accreditation: **24 ECTS**
- » Schedule: **at your own pace**
- » Exams: **online**

Postgraduate Diploma Mergers and Acquisitions

