

Executive Master's Degree Mergers and Acquisitions

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Executive Master's Degree Mergers and Acquisitions

- » Modality: online
- » Duration: 12 months
- » Certificate: TECH Global University
- » Accreditation: 60 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/executive-master-degree/master-mergers-acquisitions

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01 Welcome

In a dynamic economic environment, Mergers and Acquisitions is emerging as a key strategic response for companies seeking to optimize resources, diversify products and expand their geographic presence. Given this reality, it is necessary for professionals to have a solid understanding of the determining factors behind M&A transactions, as well as to stay abreast of the most innovative strategies for corporate growth. To support them in this task, TECH presents a cutting-edge university degree focused on Mergers and Acquisitions planning. In addition, the program is taught in a flexible 100% online mode, which will allow experts to combine their studies with the rest of their daily activities.



Executive Master's Degree in Mergers and Acquisitions
TECH Global University



“

Thanks to this 100% online Executive Master's Degree, you will apply the most sophisticated methods of company valuation from a financial and strategic perspective”

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

Thanks to this university degree, graduates will have a comprehensive knowledge of Mergers and Acquisitions processes. At the same time, professionals will acquire advanced skills in company valuation methods, which will allow them to reliably assess the financial value of organizations. Students will also master the most innovative negotiation strategies to execute techniques that maximize value for all parties involved.



“

TECH is a cutting-edge technological university that puts all its resources at your disposal to help you achieve business success”

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

The **Executive Master's Degree in Mergers and Acquisitions** qualifies students to:

01

Develop specialized knowledge the processes of of Mergers and Acquisition

04

Interpret the results of valuations and use this data to make informed strategic decisions

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

05

Evaluate the advantages and disadvantages of different forms of financing



06

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

08

Determine how to manage change and subsequent cultural integration effectively



09

Integrate ESG considerations at all stages of the Functions and Procurement process

07

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

10

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

05 Skills

After completing this Executive Master's Degree, graduates will enhance their analytical skills to assess risks and opportunities related to Mergers and Acquisitions transactions. Likewise, professionals will be able to carry out rigorous Due Diligence and analyze the financial impacts of operations. Thanks to this, experts will become a valuable intangible asset for companies.



“

You will acquire advanced skills to operate in an international business environment and adapt to different economic contexts”

01

Accurately assess the financial value of a target company in the context of an M&A transaction

02

Identify risks, opportunities and potential synergies associated with Mergers and Acquisitions transactions

03

Conduct comprehensive due diligence and measure both financial and strategic impacts of operations





04

Execute corporate strategies that maximize value for all stakeholders

05

Ensure regulatory compliance of transactions

06

Manage complex projects and participate in integration in post-acquisition integration

06

Structure and Content

This Executive Master's Degree in Mergers & Acquisitions is delivered in a convenient 100% online format, allowing students to plan their own schedule and pace of study. Over 12 months, graduates will embark on a high-intensity experience that will lay the foundation for their success as a Mergers & Acquisitions Manager.



“

You will master advanced analytical methods for the evaluation and assessment of investment opportunities in M&A transactions”

Syllabus

TECH Global University's Professional Master's Degree in Mergers and Acquisitions is an intensive program that equips students with the resources they need to meet the challenges of corporate finance. In the same vein, the program will provide graduates with leadership skills to manage complex projects involving multidisciplinary teams.

Throughout the training, graduates will analyze various real cases in simulated learning environments. In this way, professionals will acquire beneficial skills that will ensure their business success.

The university degree will address in detail all the stages of the Mergers and

Acquisitions process. Along these lines, the syllabus will delve into advanced methods of company valuation, both from a financial and strategic perspective. The curriculum will also examine the Due Diligence process, which will enable graduates to conduct a thorough investigation of all operational, financial, legal and regulatory aspects of a target company.

To enhance understanding and retention of concepts, TECH employs its disruptive Relearning methodology. This learning method will enable students to consolidate their knowledge in a natural way.

This Executive Master's Degree takes place over 12 months and is divided into 10 modules:

Module 1	Mergers and Acquisitions
Module 2	Merger and Acquisition Strategy and Planning
Module 3	Valuation and Evaluation of Companies in Merger and Acquisition Processes
Module 4	Financing in Mergers and Acquisitions Processes
Module 5	Due Diligence in Mergers & Acquisitions
Module 6	Negotiation and Contract in Mergers & Acquisitions
Module 7	Post-Acquisition Integration in Mergers and Acquisitions
Module 8	Risk and Compliance Management in Mergers & Acquisitions
Module 9	ESG in Mergers and Acquisitions
Module 10	Trends and Future of Mergers & Acquisitions



Where, When and How is it Taught?

TECH offers the possibility of developing this Executive Master's Degree in Mergers and Acquisition completely online. Throughout the 12 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 educational experience, key and decisive 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 Mergers and Acquisitions
- 1.1.2. Differences between Mergers and Acquisitions
- 1.1.3. Life Cycle of a Merger and Acquisition 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 Mergers and Acquisitions Transactions

- 1.4.1. Horizontal, Vertical and Conglomerate Mergers
- 1.4.2. Friendly and Hostile Acquisitions
- 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, Market Multiples
- 1.7.2. Valuation of 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. Tax Aspects and their Impact

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. Merger and Acquisition Strategy and Planning

2.1. Strategic Objectives of Mergers and Acquisitions

- 2.1.1. Identification of Corporate Objectives
- 2.1.2. Alignment with Corporate Strategy
- 2.1.3. Examples of Strategic Objectives

2.2. Market and Competition Analysis

- 2.2.1. PESTEL and SWOT Analysis
- 2.2.2. Competitive Environment Assessment
- 2.2.3. Opportunity and Threat Identification

2.3. Identification of Candidates for Mergers and Acquisitions

- 2.3.1. Selection Criteria
- 2.3.2. Sources of Information and Searches
- 2.3.3. Initial Evaluation of Candidates

2.4. Preliminary Evaluation and Due Diligence

- 2.4.1. Financial and Legal Due Diligence
- 2.4.2. Operational and Commercial Analysis
- 2.4.3. Evaluation of Potential Synergies

2.5. Strategies to Reach an Agreement in a Merger

- 2.5.1. Negotiation Strategies
- 2.5.2. Drafting and Reviewing Agreements
- 2.5.3. Conflict Management and Resolution

2.6. Communication Strategy in Mergers & Acquisitions

- 2.6.1. Internal and External Communication
- 2.6.2. Investor Expectation Management
- 2.6.3. Transparency and Financial Reporting

2.7. Integration Planning

- 2.7.1. Integration Planning
- 2.7.2. Change Management and Organizational Culture
- 2.7.3. Integration Success Evaluation

2.8. Managing Human Capital

- 2.8.1. Talent Management
- 2.8.2. Personnel Restructuring
- 2.8.3. Management of Corporate Culture

2.9. Technologies and Systems in Mergers and Acquisitions

- 2.9.1. IT Systems Evaluation
- 2.9.2. Systems and Data Integration
- 2.9.3. Cybersecurity Management

2.10. Ethics and Responsibility in Mergers and Acquisitions

- 2.10.1. Ethical Principles in Mergers and Acquisitions
- 2.10.2. Corporate Social Responsibility
- 2.10.3. Impact on Communities and the Environment

Module 3. Valuation and Evaluation of Companies in Merger and Acquisition Processes

3.1. Valuation of Companies in Merger and Acquisition Processes 3.1.1. The Valuation of the Company in the Merger and Acquisition Process 3.1.2. Importance of the Valuation in the Merger & Acquisition Process 3.1.3. Valuation Methods	3.2. Discounted Cash Flow Method (DCF) 3.2.1. Discounted Cash Flows (DCF) 3.2.2. Cash Flow Projection 3.2.3. Determination of Terminal Value	3.3. Valuation using Market Multiples 3.3.1. Selection of Adequate Multiples 3.3.2. Application and Adjustment of Multiples 3.3.3. Comparative Analysis	3.4. Valuation of Intangible Assets 3.4.1. Identification of Intangible Assets 3.4.2. Intangible Valuation Methods 3.4.3. Impact of Intangibles on Total Valuation
3.5. Evaluation of Synergies 3.5.1. Types of Synergies: Operational and Financial 3.5.2. Quantification of Synergies 3.5.3. Risks Associated with Synergies	3.6. Analysis of Financial Statements 3.6.1. Analysis of the Balance Sheet 3.6.2. Income Statement Evaluation 3.6.3. Cash Flow Analysis	3.7. Valuation Risks 3.7.1. Identification of Key Risks 3.7.2. Risk Assessment and Mitigation 3.7.3. Sensitivity and Scenario Analysis	3.8. Assessment in Specific Contexts 3.8.1. Startups and Growth Companies 3.8.2. Companies in Restructuring 3.8.3. Highly Volatile Companies
3.9. Valuation Adjustments and Premiums 3.9.1. Control and Liquidity Adjustments 3.9.2. Specific Risk Premiums 3.9.3. Discounts for Lack of Control	3.10. Valuation Tools and Software 3.10.1. Common Tools in the Industry 3.10.2. Financial Models and their Applications 3.10.3. Advantages and Limitations of the Tools		

Module 4. Financing in Mergers and Acquisitions Processes

4.1. Financing Options in Mergers & Acquisitions 4.1.1. Debt Financing 4.1.2. Equity Financing 4.1.3. Other Forms of Financing	4.2. Debt vs. Equity 4.2.1. Advantages and Disadvantages of Debt 4.2.2. Advantages and Disadvantages of Equity 4.2.3. Practical Application	4.3. Structuring the Financing 4.3.1. Designing the Financial Structure 4.3.2. Optimization of Financing 4.3.3. Impact on the Company's Balance Sheet	4.4. Role of Investment Banks 4.4.1. Functions and Services of Investment Banks 4.4.2. Mergers and Acquisitions Advisory Process 4.4.3. Practical Application
4.5. Debt Capacity Analysis 4.5.1. Calculation of Debt Ratios 4.5.2. Evaluation of Payment Capacity 4.5.3. Risks Associated with Indebtedness	4.6. Leveraged Mergers (LBOs) 4.6.1. Leveraged Mergers (LBO) 4.6.2. Structuring a Leveraged Merger (LBO) 4.6.3. Examples and Practical Applications	4.7. Role of Private Equity Funds 4.7.1. Function of Private Equity Funds 4.7.2. Investments Strategies in Mergers & Acquisitions 4.7.3. Examples of Participations	4.8. Mezzanine Financing 4.8.1. Mezzanine Financing 4.8.2. Advantages and Disadvantages 4.8.3. Practical Application
4.9. Financial Impact of Mergers and Acquisitions 4.9.1. Analysis of the Impact on the Balance Sheet 4.9.2. Effects on Profitability and Liquidity 4.9.3. Practical Application	4.10. Financing Case Studies 4.10.1. Analysis of Successful Financing Cases 4.10.2. Examples of Innovative Structures 4.10.3. Lessons Learned		

Module 5. Due Diligence in Mergers & Acquisitions

5.1. Process of Due Diligence in Mergers & Acquisitions

- 5.1.1. *Due Diligence*
- 5.1.2. Stages of the Due Diligence Process
- 5.1.3. Planning and Execution

5.2. Financial Due Diligence

- 5.2.1. Financial Statements
- 5.2.2. Debt and Liquidity Analysis
- 5.2.3. Evaluation of Revenues and Costs

5.3. International Legal Due Diligence

- 5.3.1. Review of International Legal Documents
- 5.3.2. International Legal Risk Assessment
- 5.3.3. International Regulatory Compliance

5.4. Commercial Due Diligence

- 5.4.1. Market and Competition Analysis
- 5.4.2. Customer Portfolio Assessment
- 5.4.3. Growth Projections

5.5. Operational Due Diligence

- 5.5.1. Evaluation of Operational Processes
- 5.5.2. Supply Chain Analysis
- 5.5.3. Facilities and Assets Review

5.6. Human Resources Due Diligence

- 5.6.1. Organizational Structure Assessment
- 5.6.2. Compensation and Benefits Analysis
- 5.6.3. Talent Retention and Management

5.7. IT and Systems Due Diligence

- 5.7.1. IT Infrastructure Evaluation
- 5.7.2. Information Security
- 5.7.3. Systems Integration

5.8. Environmental Due Diligence

- 5.8.1. Environmental Impact Assessment
- 5.8.2. Compliance with Environmental Regulations
- 5.8.3. Environmental Risks and Liabilities

5.9. Fiscal Due Diligence

- 5.9.1. Review of Tax Obligations
- 5.9.2. Tax Risk Assessment
- 5.9.3. Post-Acquisition Tax Planning

5.10. Due Diligence Report

- 5.10.1. Structure of the Due Diligence Report
- 5.10.2. Presentation of Findings and Recommendations
- 5.10.3. Decision Making Based on the Report

Module 6. Negotiation and Contract in Mergers & Acquisitions

6.1. Negotiation in Mergers and Acquisitions

- 6.1.1. Negotiation in Mergers and Acquisitions
- 6.1.2. Negotiation Strategies
- 6.1.3. Preparation for the Negotiation

6.2. Negotiation Techniques Applied to Mergers and Acquisitions

- 6.2.1. Persuasion and Influence Techniques
- 6.2.2. Concession Management
- 6.2.3. Conflict Resolution

6.3. Relevant Aspects of Negotiation in Mergers and Acquisitions

- 6.3.1. Particularities of Negotiation in Mergers and Acquisitions
- 6.3.2. Strategies for Friendly and Hostile Negotiations
- 6.3.3. Negotiation Roles and Responsibilities

6.4. Preliminary Documentation

- 6.4.1. Letter of Intent (LOI)
- 6.4.2. Memorandum of Understanding (MOU)
- 6.4.3. Confidentiality Agreements (NDA)

6.5. Sales and Purchase Agreement (SPA)

- 6.5.1. Key Components of the SPA
- 6.5.2. Representations and Warranties
- 6.5.3. Conditions Precedent and Closing

6.6. Financial Aspects in the Negotiation

- 6.6.1. Differences between Enterprise Value and Equity Value. Payment Structure
- 6.6.2. Price Adjustments
- 6.6.3. Earning and Retention Clauses

6.7. International Legal Aspects in Negotiation

- 6.7.1. International Regulatory Compliance
- 6.7.2. Intellectual Property Protection
- 6.7.3. Dispute Resolution

6.8. Conflict Management in the Field of Mergers and Acquisitions

- 6.8.1. Identification of Potential Conflicts
- 6.8.2. Mediation and Arbitration Techniques
- 6.8.3. Conflict Resolution and Prevention

6.9. The Negotiation Closure in the Field of Mergers and Acquisitions

- 6.9.1. Closing Procedures
- 6.9.2. Coordination of Interested Parties
- 6.9.3. Documentation and Records

6.10. Post-Negotiation Evaluation

- 6.10.1. Review of Negotiation Results
- 6.10.2. Analysis of Lessons Learned
- 6.10.3. Continuous Improvement in Negotiation Strategy

Module 7. Post-Acquisition Integration in Mergers and Acquisitions

7.1. Post-Acquisition Company Integration Planning 7.1.1. Integration Objectives and Strategy 7.1.2. Integration Plan Design 7.1.3. Timeline and Resources Required	7.2. Change Management 7.2.1. Change Management 7.2.2. Communication and Participation 7.2.3. Overcoming Resistance to Change	7.3. Integration. of Human Resources 7.3.1. Key Talent Retention 7.3.2. Alignment of Corporate Cultures 7.3.3. Workforce Restructuring	7.4. Systems and Process Integration 7.4.1. Systems Evaluation and Selection 7.4.2. Data and Systems Migration 7.4.3. Process Optimization
7.5. Synergies and Value Creation 7.5.1. Identification of Synergies 7.5.2. Measuring and Realizing Synergies 7.5.3. Monitoring and Evaluation of Results	7.6. Internal and External Communication in Post-Acquisition 7.6.1. Communication Strategies 7.6.2. Public Perception Management 7.6.3. Investor and Stakeholder Communication	7.7. Post-Acquisition Organizational Culture Management 7.7.1. Evaluation of Organizational Cultures 7.7.2. Strategies for Cultural Alignment 7.7.3. Fostering a New Corporate Culture	7.8. Post-Acquisition Integration Progress Evaluation 7.8.1. Key Performance Indicators (KPIs) 7.8.2. Review and Adjustment of the Integration Plan 7.8.3. Progress Reports and Feedback
7.9. Technology and Digitization 7.9.1. IT Infrastructure Integration. 7.9.2. Innovation and Digital Transformation 7.9.3. Security and Data Protection	7.10. Integration Examples Post-Acquisition 7.10.1. Success and Failure Analysis 7.10.2. Lessons Learned 7.10.3. Best Practices in Integration		

Module 8. Risk Management and Compliance in Mergers and Acquisitions

8.1. Risk Identification in Mergers and Acquisitions 8.1.1. Types of Risks in Mergers and Acquisitions 8.1.2. Risk Identification Methodologies 8.1.3. Risk Assessment Tools	8.2. Financial and Market Risks 8.2.1. Financing Risks 8.2.2. Market Volatility 8.2.3. Foreign Exchange Risks	8.3. Operational and Integration Risks 8.3.1. Failures in the Integration of Operations 8.3.2. Supply Chain Disruptions 8.3.3. Impact on Productivity	8.4. Legal and Regulatory Risks 8.4.1. Regulatory Compliance 8.4.2. Litigation and Legal Disputes 8.4.3. Penalties and Fines
8.5. Technological and Security Risks 8.5.1. IT Systems Integration 8.5.2. Cybersecurity and Data Protection 8.5.3. Technological Innovation	8.6. Human Resources Risks 8.6.1. Talent Retention 8.6.2. Labor Conflicts 8.6.3. Cultural Change Management	8.7. Reputational Risks 8.7.1. Impact on Corporate Reputation 8.7.2. Crisis Management and Communication 8.7.3. Relationship with Stakeholders	8.8. Environmental and Social Risks 8.8.1. Compliance with Environmental Standards 8.8.2. Corporate Social Responsibility 8.8.3. Community Impact
8.9. Risk Management and Mitigation 8.9.1. Mitigation Strategies 8.9.2. Contingency Planning 8.9.3. Risk Monitoring and Control	8.10. Practical Examples of Risks in Mergers and Acquisitions 8.10.1. Analysis of Real Situations 8.10.2. Lessons Learned 8.10.3. Best Practices in Risk Management		

Module 9. ESG in Mergers and Acquisitions

9.1. ESG in Mergers and Acquisitions

- 9.1.1. Environmental, Social and Corporate Governance ESG
- 9.1.2. ESG in the Context of Mergers and Acquisitions
- 9.1.3. Global and Regulatory ESG Trends

9.2. ESG Integration in the Merger and Acquisition Process

- 9.2.1. ESG in the Evaluation of Target Companies
- 9.2.2. Incorporation of ESG Factors in Strategy and Negotiation
- 9.2.3. Evaluation of ESG Risks and Opportunities during Due Diligence

9.3. ESG Impact Assessment

- 9.3.1. Metrics and KPIs to Measure ESG Performance
- 9.3.2. Impact of ESG Factors on Long-Term Value and Sustainability
- 9.3.3. ESG Reporting and Transparency in Mergers and Acquisitions

9.4. ESG Due Diligence

- 9.4.1. ESG Due Diligence Methodology and Process
- 9.4.2. Identification of ESG Risks and Opportunities
- 9.4.3. Integration of ESG Due Diligence in the Merger & Acquisition Process

9.5. ESG Risk Mitigation Strategies

- 9.5.1. Strategies and Practices to Mitigate Environmental, Social and Corporate Governance Risks
- 9.5.2. Crisis and Reputation Management in the ESG Context
- 9.5.3. Implementation of Responsible and

Sustainable Post-Acquisition Practices
9.6. ESG Best Practices and Standards in Mergers and Acquisitions

- 9.6.1. International Principles and Standards
- 9.6.2. Sustainability and Corporate Responsibility Initiatives
- 9.6.3. ESG Certifications and Accreditations and Their Impact on Mergers and Acquisitions

9.7. Integration of ESG Factors into the Corporate Strategy

- 9.7.1. Alignment of Corporate Objectives with ESG Considerations
- 9.7.2. Development of Sustainable and Socially Responsible Corporate Strategies
- 9.7.3. Impact on Organizational Culture and

Company Identity
9.8. ESG and Value Creation in Mergers and Acquisitions

- 9.8.1. Synergies and Opportunities for Value Creation through ESG Factors
- 9.8.2. Impact on Profitability and Market Perception
- 9.8.3. Case Studies of Successful Transactions with an ESG Focus

9.9. ESG Communication in Mergers and Acquisitions

- 9.9.1. Internal and External Communication Strategies on ESG Issues
- 9.9.2. Reputation and Brand Management in the ESG Context
- 9.9.3. Transparency and Disclosure of ESG Information to Stakeholders

9.10. Challenges and Future of ESG in Mergers and Acquisitions

- 9.10.1. Obstacles and Challenges in Integrating ESG Considerations in Mergers & Acquisitions
- 9.10.2. Emerging Trends and Future Role of ESG in the Mergers & Acquisitions Industry
- 9.10.3. Perspectives on the Evolution of the ESG Agenda and Its Impact on the Industry

Module 10. Trends and Future of Mergers and Acquisitions**10.1. Current Trends in Mergers and Acquisitions**

- 10.1.1. Analysis of Recent Trends
- 10.1.2. Impact of Technology on Mergers and Acquisitions
- 10.1.3. Cross-Border Mergers and Acquisitions

10.2. Innovation and Digital Transformation

- 10.2.1. Digitalization and Impact on Mergers and Acquisitions
- 10.2.2. Integration of Emerging Technologies
- 10.2.3. Innovation Strategies

10.3. Sustainability and Mergers and Acquisitions

- 10.3.1. Integration of ESG Criteria
- 10.3.2. Impact of Sustainability on Mergers and Acquisitions
- 10.3.3. Successful Cases of Sustainable Functions and Acquisitions

10.4. Mergers and Acquisitions in Emerging Sectors

- 10.4.1. High Growth Sectors
- 10.4.2. Opportunities in Emerging Markets
- 10.4.3. Challenges and Strategies

10.5. Impact of Globalization on Mergers and Acquisitions

- 10.5.1. Mergers and Acquisitions in a Globalized Environment
- 10.5.2. Cross-Border Regulations and Barriers
- 10.5.3. Geopolitical Risk Management

10.6. Mergers and Acquisitions in the Post-COVID Era

- 10.6.1. Changes in the Post-Pandemic Market
- 10.6.2. Adaptation of Mergers and Acquisitions Strategies
- 10.6.3. Opportunities and Challenges

10.7. Artificial Intelligence and Big Data in Mergers and Acquisitions

- 10.7.1. Applications of Artificial Intelligence (AI) in the Mergers and Acquisitions Process
- 10.7.2. Big Data Analysis for Decision Making
- 10.7.3. Future of Technology in Mergers and Acquisitions

10.8. Growth and Expansion Strategies

- 10.8.1. Organic vs. Inorganic Growth Strategies
- 10.8.2. International Expansion
- 10.8.3. Evaluation of New Markets

10.9. Future International Mergers and Acquisitions Regulations

- 10.9.1. Changes in the Regulatory Framework at the International Level
- 10.9.2. Impact of New Regulations at the International Level
- 10.9.3. Preparing for the Regulatory Future at the International Level

10.10. Future Prospects for Mergers and Acquisitions

- 10.10.1. Predictions and Projections
- 10.10.2. Factors that Will Influence the Future of Mergers and Acquisitions
- 10.10.3. Preparing for the Future of the Market



You will incorporate into your practice the most innovative strategies to effectively manage the integration of companies after the completion of the Acquisition, ensuring the maximization of synergies”

07

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.



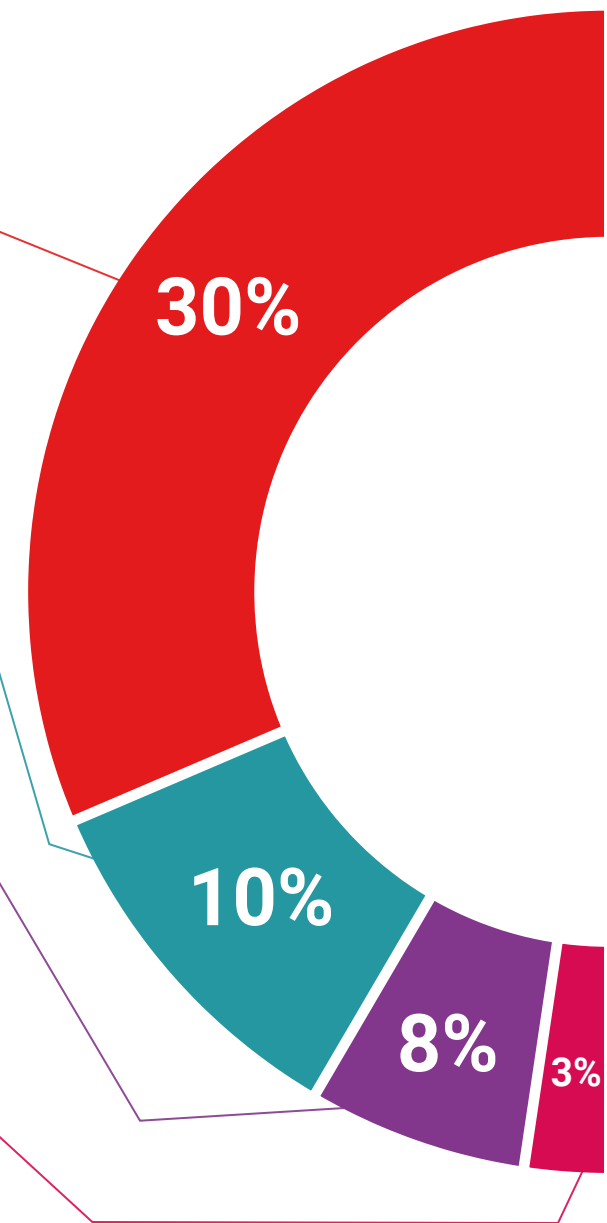
Management Skills Exercises

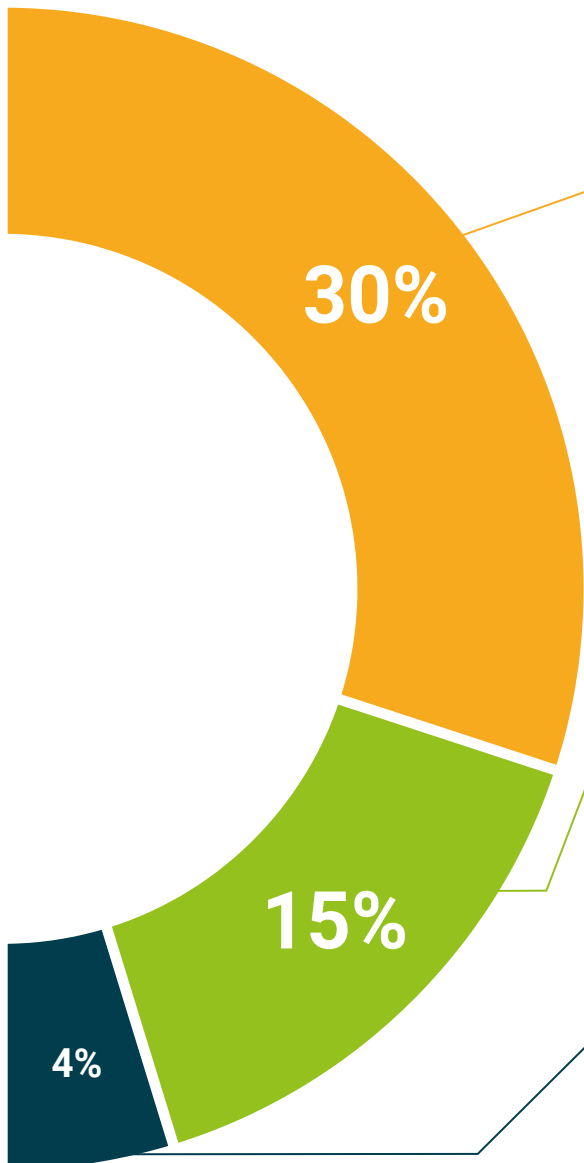
They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



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.



08

Our Students' Profiles

The Executive Master's Degree is aimed at University Graduates who have previously completed any of the following degrees in the field of Business Sciences, Economics and Law.

The diversity of participants with different academic profiles and from multiple nationalities makes up the multidisciplinary approach of this program.

The Executive Master's Degree is also open to professionals who, being university graduates in any area, have two years of work experience in the field of the financial sector.





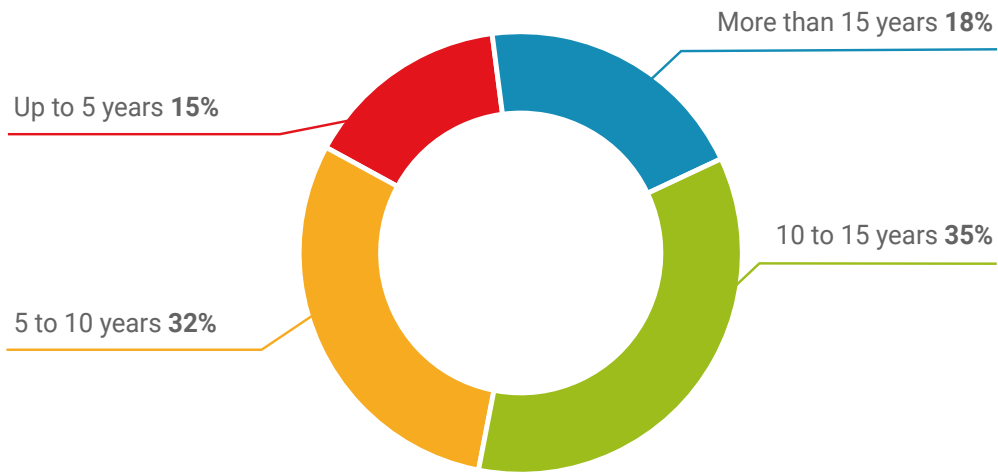
“

If you have experience in Business Administration and are looking to broaden your professional prospects, this is the right program for you”

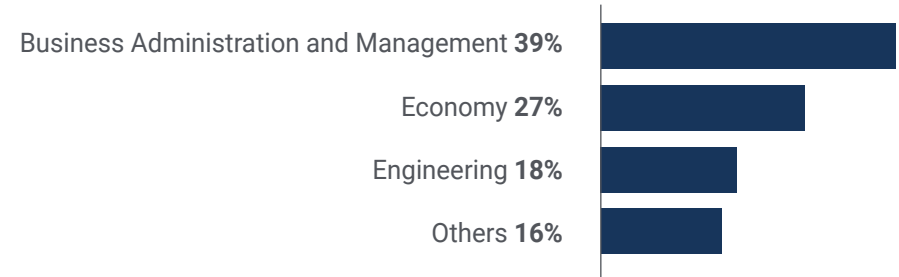
Average Age

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

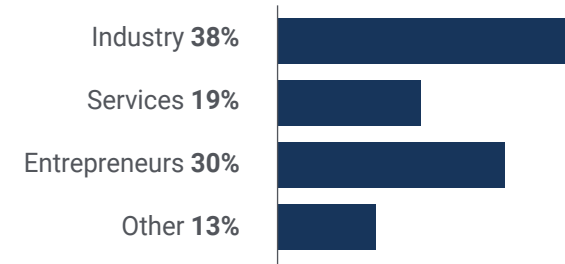
Years of Experience



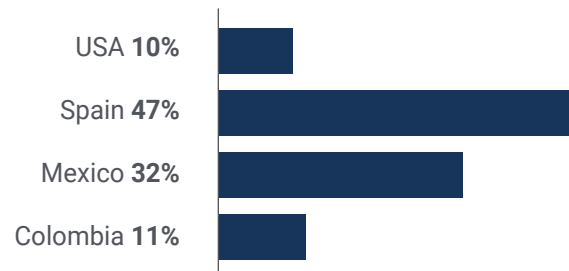
Training



Educational Profile



Geographical Distribution



“

If you have experience in the financial sector and are looking for an interesting career boost while continuing to work, then this is the program for you”



Alejandro Medina Plasencia

Private Banking Manager

“The Executive Master’s Degree Professional Master’s Degree in Mergers and Acquisitions has not only enriched my theoretical and practical understanding in the field of corporate transactions, but also allowed me to establish valuable connections with industry professionals. I am truly grateful to TECH for having had the opportunity to grow professionally under the guidance of true experts”

09

Course Management

TECH's philosophy is based on offering the most complete and up-to-date university programs on the academic market. For this reason, it carries out a meticulous process to form their respective teaching staff. Thanks to this effort, this Executive Master's Degree has the participation of references in the field of Mergers and Acquisitions. In this way, they have created multiple teaching materials that are characterized by their high quality and full applicability to the demands of today's labor market. Undoubtedly, an immersive experience that will turn graduates into true experts in Mergers and Acquisitions.



“

You will have access to a curriculum designed by a renowned teaching team specialized in Mergers and Acquisitions, which will guarantee you a successful learning experience”

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

- ♦ 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

Management



Dr. García Costa, Laura

- Financial Consultant
- Finance Specialist at Just Eat
- Client Manager at Cetelem Bank
- Professor in undergraduate studies
- Author of several publications and articles
- PhD in Business Economics from the Rey Juan Carlos University
- Master's Degree in Financial Planning and Advice from the Rey Juan Carlos University
- Degree in Business Administration and Management from the University of Alcalá

Professors

Dr. Medrano García, María Luisa

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

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 the Rey Juan Carlos University

Mr. Martín Moreno, David

- ◆ Supplier Manager at Orange Spain
- ◆ 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

10

Impact on Your Career

This Executive Master's Degree in Mergers and Acquisitions will significantly enhance the employability of graduates. After completing the academic pathway, professionals will have specialized skills in critical areas such as due diligence, contract negotiation and post-acquisition integration management.

Likewise, experts will be highly qualified to manage international and multinational transactions, adapting quickly to different legal, cultural and economic contexts. Without a doubt, this is a program that will facilitate access to high-level career opportunities in the field of corporate finance and strategic consulting.



“

You will gain advanced skills to help companies identify growth opportunities, maximize the value of transactions and manage the associated risks”

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

TECH's Executive Master's Degree in Mergers & Acquisitions is an intensive program that prepares you to face challenges and business decisions in the field of Mergers & Acquisitions. Its main objective is to promote your personal and professional 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.

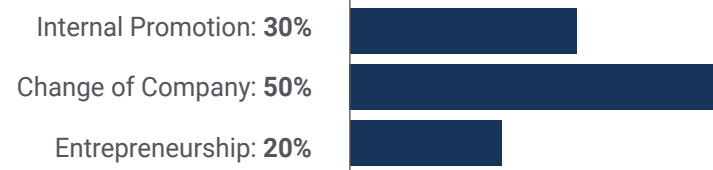
You will be able to manage changes in business culture effectively, facilitating collaboration between different work teams.

Looking to experience a jump-start in your career path as an M&A Analyst? This Executive Master's Degree will help you to achieve it.

Time of Change



Type of change



Salary increase

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



11

Benefits for Your Company

This program contributes to elevating the institutions' talent to its maximum potential through the training of high-level employees. These employees have both the skills and tools necessary to efficiently execute Mergers and Acquisitions processes efficiently. As such, these experts have the ability to evaluate target companies, negotiate contracts, and manage post-acquisition integration.

In addition, organizations that have these professionals acquire a competitive advantage in the market, as they are able to identify and take advantage of growth opportunities through alliances with other companies.



“

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

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.

12 Certificate

The Executive Master's Degree in Mergers and Acquisitions guarantees students, in addition to the most rigorous and up-to-date education, access to an Executive Master's Degree diploma 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 an **Executive Master's Degree in Mergers and Acquisition** 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.

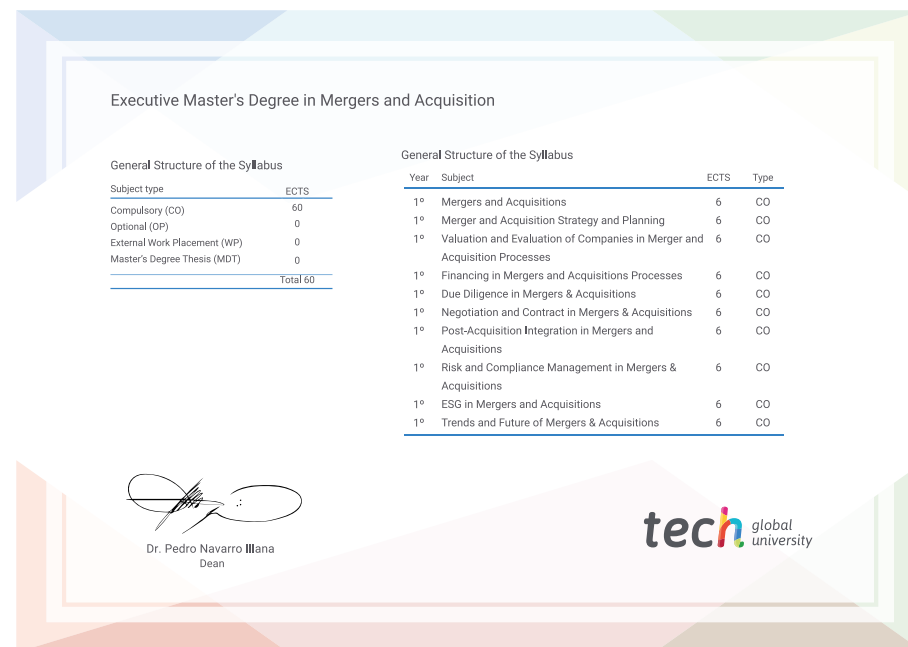
This **TECH Global University** private qualification, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Executive Master's Degree in Mergers and Acquisition**

Modality: **online**

Duration: **12 months**

Accreditation: **60 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.



Executive Master's Degree

Mergers and Acquisitions

- » Modality: **online**
- » Duration: **12 months**
- » Certificate: **TECH Global University**
- » Accreditation: **60 ECTS**
- » Schedule: **at your own pace**
- » Exams: **online**

Executive Master's Degree Mergers and Acquisitions