



# Mergers & Acquisitions (M&A) in medium-sized companies

## Seminar objective

The increasing pressure from converging markets within the EU and worldwide is increasingly prompting medium-sized companies to form strategic alliances and expand through external growth. The seminar takes up this current trend and deals with the different aspects of an M & A transaction.

## Seminar content

- Motives for mergers and acquisitions
- Risks of M&A transactions
- Strategic orientation of a company
- Achieving economies of scale through mergers
- Preparing for the sale of the company
- Inefficiencies connected with an M & A process
- Forms of company valuation
- Critical consideration of different valuation types
- Options for transaction financing
- The role of the consultant in an M & A process
- Chances of success after a transaction
- Combining different corporate cultures
- Generational change in family-run businesses
- Employee participation and motivation

## Methodology

Exchange of experiences and discussion exercise examples Tips for transferring learnings into everyday life Trainer input Moderated discussion

## Target audience

The seminar Mergers & Acquisitions (M&A) in medium-sized companies is aimed at managers and decision-makers of medium-sized companies who are concerned with questions relating to company acquisitions and sales. In addition, managers are addressed who deal directly with the merger and on building cooperation between the companies involved.

### Course ref.

BWL6002

### Participants

not more than 9 participants

### Schedule

1. Day: 10:00 - 17:00
2. Day: 09:00 - 16:00

### Location & dates

by agreement

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.



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Mobilnummer

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Veranstaltung                      Seminarcode

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Straße/Nummer

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Anzahl der Mitarbeiter in Ihrem Unternehmen

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