



## Mergers and Acquisitions

Understand all aspects of M&A.  
Create value in your next deal.

Rated with  
**4.6/5**

**Mergers and Acquisitions** is a comprehensive, 4-day program designed to provide you with an understanding of both the strategic and financial aspects of mergers and acquisitions, and covers all key aspects of the process.

## How you will benefit

- ✓ Analyze and understand the reasons for M&A
- ✓ Learn how to value a target
- ✓ Examine the effect of synergies
- ✓ Learn about financing the deal
- ✓ Explore closing and post-merger integration issues
- ✓ Gain practical experience in an actual case study
- ✓ Participate in negotiating a deal

**Optional workshop** for less experienced participants For participants who do not already have a basic financial knowledge (needed for completing valuations), there is an optional workshop available at no extra cost. The workshop will be held in the afternoon and evening before Day 1 of the program.

## Faculty



**Luisa Alemany** is Associate Professor of Management Practice at London Business School. She is currently a Visiting Professor at Saïd Business School, University of

Oxford. Formerly she held the position of Associate Professor of Entrepreneurial Finance at ESADE Business School in Spain. Her main areas of interest are Entrepreneurial Finance (including Venture Capital, Business Angels, and Impact Investing), Valuation, Private Equity, and Corporate Finance in general. She holds a degree in Economics and Business, awarded by Universidad Complutense de Madrid, an MBA from Stanford University and a PhD in Economics and Business from Universidad Complutense.

Luisa began her career as a Financial Analyst at Procter & Gamble in Madrid. She subsequently worked as a consultant for McKinsey & Co, working on valuations

Participants will build a solid M&A basis through a combination of theory and practice in the form of case studies, group work and a negotiation exercise.

of companies and for telecommunication clients in Madrid, Barcelona and Lisbon. Later, she worked at Goldman Sachs' Investment Banking Division and, as a Senior Associate of the American private equity fund The Carlyle Group, in the European buyout team.

Luisa Alemany was the director of the ESADE Entrepreneurship Institute for nine years (2009-2017) and is the academic sponsor of ESADE BAN (Business Angels Network), that was awarded the Best BAN in Europe in 2016. She seats in the investment committee of two early stage investors and is involved in Rising Tide Europe I and II, the first European Women-only business angels' fund. In the past, she was in the Board of EBAN, the European Business Angels Network.

Her research is published in top academic journals and she has written several books, the most recent being "Entrepreneurial Finance: The Art and Science of Growing Ventures" (Cambridge University Press, 2018), the first European textbook on the topic.

She teaches at the Master of Science, MBA and executive education level in different programs in Barcelona, Madrid, Amsterdam, Milan, Miami, Mexico and Shanghai. She has received the Best Teacher Award 2017, ESADE's Executive Master in Finance and her case "ScytI", regarding exits options for investors, was honored Best Entrepreneurship Case Award by EFMD (2017).

🕒 4 days

💰 € 4,400

★★★★☆ 4.6/5

📅 Check AIF.nl for dates

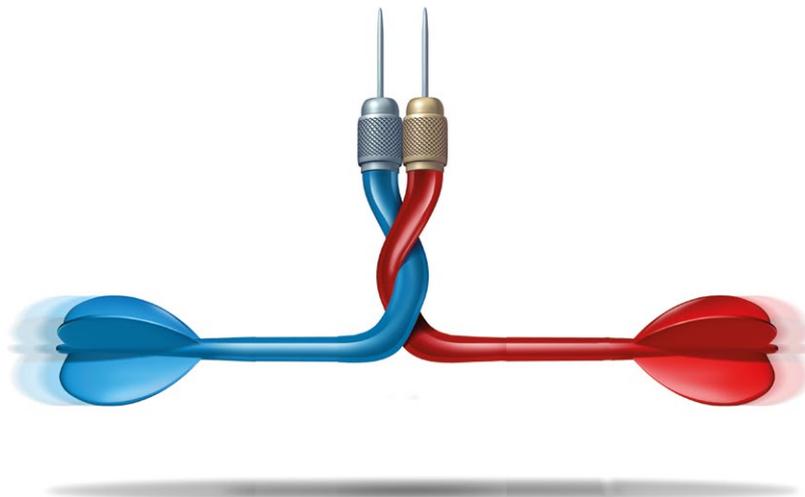
## Program Content

### OPTIONAL WORKSHOP: Basic financial knowledge (needed for completing valuations)

- Time value of money
- Financial analysis
  
- Introduction to mergers and acquisitions
- Strategic planning: merger motives
- Do mergers add value?
- Acquisition strategy
- The process of M&A
  
- Business valuation
- Value creation through acquisitions
- Valuation of a private company
  
- Payment method - Effect on performance
- Deal structuring
- Financing strategies and leveraged buyouts
  
- Takeovers and defensive tactics
- Negotiating mergers and acquisitions
- Closing of the deal: due diligence, legal documents and process
- Post-acquisition integration

"Very practical. Good balance between theory and application.  
Enjoyable. Good use of cases."

– Investment Associate, Strategy & Business Development  
Samsung Group, Korea



# Enrolling & Practical Information

## Enrollment requirements

AIF considers each enrollment application carefully to ensure the quality and level of the program is maintained and that participation of candidates is beneficial to both themselves and their organizations. The general prerequisite for all AIF programs is the possession of an academic or equivalent degree, as well as proficiency in English and practical experience.

## Accommodation

AIF has special corporate rates available for participants at a number of hotels in central Amsterdam.

## Certificates

An AIF certificate of attendance is awarded to all participants who successfully complete the program.

## Program location

The programs are held in the center of Amsterdam, within an easy walk from Amsterdam Central Station, and within 30 minutes from Schiphol international airport.

## Program fees

Program fees include tuition, all comprehensive program materials, books, and any software that is required for the program, as well as luncheons and daily refreshments. Accommodation is not included.

## In-company programs

For information on how AIF can add value to your organization via a tailored in-company program, please contact AIF directly at: +31 20 520 0160.

**Ready to learn more? Find your program and reserve your place at [AIF.nl](https://www.aif.nl)**

## About Amsterdam Institute of Finance

AIF is a global financial innovation and education institute headquartered in Amsterdam. Through our open enrollment programs in Amsterdam and our in-company programs throughout the world, we connect ambitious professionals with the best minds in finance and other related topics. Taking part in one of our programs is a direct investment in your personal future and the success of your organization.

### This is what makes the AIF experience unique:

- We believe in responsible, sustainable and inclusive finance
- Our clients, rather than profits, come first
- AIF is an independent and not-for-profit foundation, which allows us to cherry-pick our faculty from the world's leading business schools, such as INSEAD, Oxford, Kellogg, Cambridge Judge and others
- AIF delivers top quality programs. Our alumni give our faculty an average rating of 4.6 out of 5.0
- Enrollment in one of our programs means you become part of the AIF network, connecting you to professionals from more than 1,200 organizations in over 110 countries

