

Management Programs

Mergers and Acquisitions

Curriculum

Program Outline :

Module 1: Valuation and Pricing

- 1. Introduction to Valuation and Pricing**
 - Core principles and concepts.
- 2. Techniques for Valuing M&A Deals**
 - Techniques for valuing and pricing M&A deals.
- 3. Valuation Workshops**
 - Hands-on workshops to practice valuation techniques.

Module 2: Financing and Accounting

- 4. Introduction to Financing and Accounting**
 - Core principles and concepts of financing and accounting.
- 5. Understanding the Financial and Accounting Aspects of M&A**
 - Techniques for managing the financial and accounting aspects.
- 6. Financing and Accounting Workshops**
 - Hands-on workshops to practice financing and accounting techniques.

Module 3: Taxation and Strategy

- 7. Introduction to Taxation and Strategy**
 - Core principles and concepts of taxation and strategy.

8. Navigating Taxation in M&A

- Techniques for managing taxation in M&A deals.

9. Developing M&A Strategies

- Techniques for developing effective M&A strategies.

Module 4: Negotiation of M&A Deals

10. Introduction to Negotiation of M&A Deals

- Core principles and concepts of negotiation.

11. Skills for Negotiating Successful M&A Deals

- Techniques for negotiating successful M&A deals.

12. Negotiation Workshops

- Hands-on workshops to practice negotiation skills.

Elective Modules

13. Data Ethics and Privacy in M&A

- Ethical considerations, privacy laws, compliance strategies.

14. Predictive Analytics in M&A

- Leveraging predictive analytics for M&A decision-making.

15. AI for M&A

- Implementing AI solutions in M&A processes.

16. M&A in the Digital Age

- Navigating digital transformation and leading M&A initiatives.

17. M&A Project Management

- Leading M&A projects, ensuring successful delivery.

18. Global M&A Leadership

- Understanding and leading global M&A initiatives.

19. Emotional Intelligence in M&A

- Developing emotional intelligence for effective M&A leadership.

20. Conflict Resolution in M&A Teams

- Managing and resolving conflicts within M&A teams.

21. Diversity and Inclusion in M&A

- Promoting diversity and inclusion in M&A roles.

22. Sustainable M&A Leadership

- Implementing sustainable practices in M&A.

23. Ethical Decision-Making in M&A

- Making ethical decisions in M&A leadership roles.

24. Building an M&A Leadership Brand

- Creating a personal M&A leadership brand.

25. Crisis Management in M&A

- Leading through M&A crises and challenging situations.

Websites:

- <https://chools.in/>
- <https://ramaqchools.com/>
- <https://www.choolsgroup.com/>