

Area of Study: Strategic Management

Change Management: Mergers and Acquisitions (SMT05)

Introduction

This module discusses the reasons for the use of mergers and acquisitions by companies to improve their performance. Through restructuring after a merger, firms can create value for all stakeholders. Mergers and acquisitions represent important mechanisms available to companies for diversifying the business and achieving growth. Acquisitions often enable firms to implement strategic plans more easily particularly in the acquisition of new technologies and capabilities, and in a shorter time frame than through organic growth.

Target Audience

- Business Owners
- Representatives of M&A parties
- Managers involved in financial restructuring and M&A projects
- Directors and Business Managers
- Executives who are keen to gain insights into assessing managing M&A projects

Benefits

Upon completion of this module, you will be able to

- identify the reasons why firms use M&A strategies to create value
- identify the benefits and risks associated with mergers and acquisitions
- identify the key challenges of integrating parent and target
- explain the concept of synergy, its different forms and relevance to acquisitions
- identify the key drivers and types of restructuring
- explain how mergers, acquisitions and restructuring vary across the globe

Topics

Motives for Acquisitions introduces the theme of acquisitions and presents the rationale.

Post-Acquisition Problems details some of the common problems associated with acquisitions, such as integration, inability to achieve synergies, excessive diversification and debt as well as a lack of understanding of the businesses.

Motives and Methods for Restructuring examines the options firms have when their acquisition strategies fail.

Restructuring in a Global Context focuses on restructuring differences across different economies.

Duration

Approximately 6 hours over 2 weeks

Course Progression

Elective module for Certificate in Strategic Management

Certificate

Completion certificate awarded by U21Global with the crests of the partner universities