CERTIFIED M&A ASSOCIATE

Frankfurt School

Focus

- Banking & Wealth Management
- Compliance, Forensics & Audit
- Entrepreneurship & Innovation
- ● Finance
- Insurance
- IT & Digitalisation
- Leadership & Communication
- Marketing & Sales
- Controlling & Accounting
- Payments & Credit
- Real Estate
- Risk Management
- Strategy & Change Management
- Sustainable Development
- Technology & Operations

Structure

3 online modules
1 case study

Executive Education
+49 69 154008–9302
↗ seminare@fs.de

What to expect

The M&A Associate programme is based on the online training, M&A2 go. M&A2 go has been developed together with M&A experts from Bertelsmann, Brose, QIAGEN, TÜV Rheinland, Vossloh and Werhahn. It delivers a solid introduction to the key phases and core tasks of Buy-Side transactions. In this online training the participants will find checklists and questions that need to be considered whilst working on a M&A project. Best practice examples and case studies are also provided to help master the first challenges for their future M&A projects.

Ideal for

M&A first-timers who are currently or will be in the near future, involved in a M&A project. Young professionals looking for basic knowledge to head for a career start or senior students who aim for an internship in the M&A industry.

Examination

This online training ends with a final exam. Certificate received, "Certified Mergers & Acquisitions Associate" (Frankfurt School).

In-house programmes

All our specialist courses are also available as customised programmes. Please ask us for a quotation.
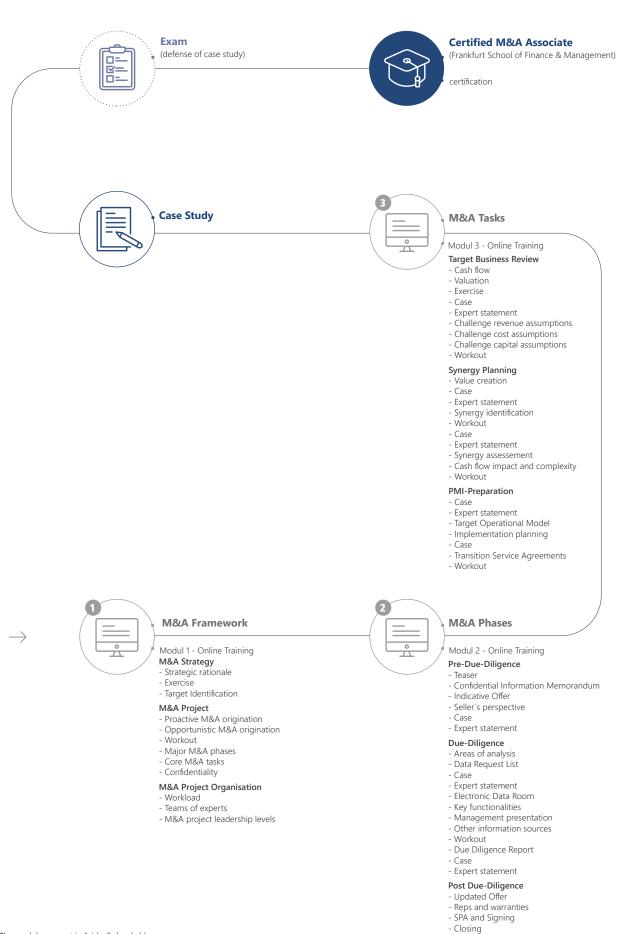
Further details and registration

↗ fs.de/7805

3 MONTHS	**1,480 € + VAT**
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Duration	**Price (including exam (550 € + VAT))**

Exam
(defense of case study)

Certified M&A Associate
(Frankfurt School of Finance & Management)

certification

Case Study

3

M&A Tasks

Modul 3 - Online Training
Target Business Review
- Cash flow
- Valuation
- Exercise
- Case
- Expert statement
- Challenge revenue assumptions
- Challenge cost assumptions
- Challenge capital assumptions
- Workout

Synergy Planning
- Value creation
- Case
- Expert statement
- Synergy identification
- Workout
- Case
- Expert statement
- Synergy assessement
- Cash flow impact and complexity
- Workout

PMI-Preparation
- Case
- Expert statement
- Target Operational Model
- Implementation planning
- Case
- Transition Service Agreements
- Workout

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M&A Framework

Modul 1 - Online Training
M&A Strategy
- Strategic rationale
- Exercise
- Target Identification

M&A Project
- Proactive M&A origination
- Opportunistic M&A origination
- Workout
- Major M&A phases
- Core M&A tasks
- Confidentiality

M&A Project Organisation
- Workload
- Teams of experts
- M&A project leadership levels

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M&A Phases

Modul 2 - Online Training
Pre-Due-Diligence
- Teaser
- Confidential Information Memorandum
- Indicative Offer
- Seller´s perspective
- Case
- Expert statement

Due-Diligence
- Areas of analysis
- Data Request List
- Case
- Expert statement
- Electronic Data Room
- Key functionalities
- Management presentation
- Other information sources
- Workout
- Due Diligence Report
- Case
- Expert statement

Post Due-Diligence
- Updated Offer
- Reps and warranties
- SPA and Signing
- Closing

The modules are not individually bookable.