



# M&A Training for Corporate Executives

## Professional Training Programmes

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Learn how to find, value, buy  
and integrate great companies

For upcoming course dates  
and locations visit our website

[www.successful-acquisitions.com](http://www.successful-acquisitions.com)

## PURPOSE OF THE COURSE

This focused training course teaches delegates how to acquire good companies, that fit their strategies, at the right price. Acquisitions that make money, strengthen companies and enhance careers.

Delegates will leave the course with a solid grounding in the core skills used by successful acquirers to find, value, buy and integrate good companies.

## WHAT WILL DELEGATES LEARN?

The course will teach delegates how to:

- Align acquisitions with company strategy;
- Identify quality targets;
- Generate a flow of opportunities;
- Arrive at sensible valuations and calculate deal returns;
- Devise and run effective due diligence processes;
- Understand the practicalities of negotiation and deal structure;
- Realise the full value of the deal through effective post-acquisition integration.

## A PRACTICAL APPROACH

At all stages of the course our tutors will be focused on teaching practical strategies that can be taken back to your business and immediately put into effect.

You will leave the course with templates and methodologies that can be applied to give an immediate professional edge to your M&A activity.

## ABOUT OUR TUTORS

All our tutors are veterans of numerous deals either as corporate development officers or professional advisors.

Lead tutor on our programme is Robert Kemp. After several years with Price Waterhouse Coopers specialising in post acquisition integration Robert joined FTSE 100 company ABF plc. At ABF his roles included CEO of a North American speciality chemical division where he completed a number of successful deals, and then Business Development Director of the ingredient division responsible for developing deals on a global basis. In 2003 Robert founded Corporate Development Solutions Ltd to provide training and support services for corporate acquirers.



*Is your Acquisition  
search taking  
too long?*

## COURSE CONTENTS

### Day 1 - The Mechanics of M&A

- Organising M&A in a corporate environment;
- Aligning M&A with strategy;
- Developing a pipeline of deals;
- Deal stages and timelines;
- Structuring deals;
- Disposals.

### Day 2 - Business Valuation

- The commercial context of target valuation;
- Discounted cash flow approaches to valuation;
- Market multiples approaches to valuation;
- Extracting information for valuation;
- Synergies and strategic deal value;
- Accounting for business combinations.

### Day 3 - Due Diligence

- Setting due diligence priorities;
- Organising due diligence teams;
- Commercial due diligence;
- Financial due diligence;
- Validating synergies and preparing for integration;
- Other due diligence issues.

### Day 4 - Post Acquisition Integration

- Why do so many integration projects go wrong?
- A structured, priority driven approach to integration;
- Aligning integration with synergies;
- Leadership, planning and delivery;
- People, culture and performance;
- Communicate, communicate, communicate!

### WHO SHOULD ATTEND?

The course is designed for all those involved in the origination, negotiation and integration of business acquisitions and disposals:

- Managing Directors;
- Finance Directors and Financial Controllers;
- Business Development Directors and Managers;
- Corporate Development Officers.



## VENUE

### INSTITUTE OF DIRECTORS

Business Centre (3rd to 4th Floor)  
116 Pall Mall  
LONDON  
SW1Y 5ED

## HOW TO BOOK

**By Phone:** on +44 (0)1604 432964

**Email:** providing the details requested on the booking form to:  
[bookings@successful-acquisitions.com](mailto:bookings@successful-acquisitions.com)

**Fax:** this booking form to +44 (0)1604 420143

**Post:** this booking form to: Bookings, CDS Ltd, 17 Tudor Court,  
Wootton Hope Drive, Wootton, Northampton, NN4 6FF, United Kingdom

## BOOKING TERMS & CONDITIONS

**Course Fees and Location:** the course fees for this event cover all written training materials, lunch and refreshments. A VAT invoice will be issued within 7 days of paying the deposit confirming your booking. Joining instructions will be issued 3 weeks before the event. Please let us know about any special dietary requirements.

### Cancellations:

Up to 28 days before the event - 10% of Course Fee plus VAT  
14 to 28 days before the event - 25% of Course Fee plus VAT  
Less than 14 days before the event - 100% of Course Fee plus VAT

### Transfers:

Up to 28 days before the event - FREE  
14 to 28 days before the event - 10% of Course Fee plus VAT  
Less than 14 days before the event - 25% of Course Fee plus VAT

### Please Note:

A confirmed booking constitutes a legally binding contract. It may be necessary on occasions to change the content and timing of the programme, the speakers, the date or the venue. In the unlikely event that the programme is cancelled Corporate Development Solutions Ltd. will provide a full refund but disclaim any further liability.

Corporate Development Solutions Limited.

Registered in England: 5004435

Registered Office: 17 Tudor Court, Wootton Hope Drive,  
Wootton, Northampton, NN4 6FF

## BOOKING FORM

### Delegate 1

Mr/Ms/Ms/Dr Surname \_\_\_\_\_ First Name \_\_\_\_\_ Job Title \_\_\_\_\_

Email: \_\_\_\_\_ (essential for administration)

Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

### Delegate 2

Mr/Ms/Ms/Dr Surname \_\_\_\_\_ First Name \_\_\_\_\_ Job Title \_\_\_\_\_

Email: \_\_\_\_\_ (essential for administration)

Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Contact name/email address for invoice/joining instructions if different to above:

\_\_\_\_\_

No. of Places \_\_\_\_\_ Date(s) \_\_\_\_\_

Integrated Course: \_\_\_\_\_

The Mechanics of M&A \_\_\_\_\_

Business Valuation \_\_\_\_\_

Due Diligence \_\_\_\_\_

Post-Acquisition Integration \_\_\_\_\_

### Cost of each booking:

Integrated Course: £1950 plus VAT Individual Days: £550 plus VAT

Total payment \_\_\_\_\_ plus VAT

Full payment required if within 30 days of course. Bookings are not confirmed until payment received.

## INVOICE/PAYMENT DETAILS

Payment must be made in Pounds Sterling in advance of the event. CDS Ltd reserves the right to exclude delegates if payment in full has not been received. If sending a purchase order please attach to it a copy of this form.

Please invoice my organisation

Cheque from UK bank enclosed.  
(Payable to Corporate Development Solutions Ltd)