

Course No. 1432

Mergers, Acquisitions & Corporate Restructuring Training Course

INVESTMENT BANKING & CAPITAL MARKETS
FINANCE, INVESTMENT & BANKING

DURATION

5 Days

DELIVERY

Classroom



Course Overview

The Mergers, Acquisitions & Corporate Restructuring Training Course provides an advanced and practical framework for understanding, evaluating, structuring, executing, and managing corporate transactions that reshape businesses, ownership structures, capital allocation, and long-term strategic direction. Mergers, acquisitions, divestitures, reorganizations, and restructuring transactions require rigorous financial analysis, strategic assessment, valuation, due diligence, transaction structuring, negotiation, risk management, and post-transaction integration. This course brings these disciplines together within a coherent corporate finance and investment banking framework.

Mergers and acquisitions can be powerful tools for accelerating growth, entering new markets, acquiring capabilities, improving operational efficiency, achieving strategic synergies, and optimizing capital deployment. However, transaction success depends on more than agreeing on a purchase price. Organizations must understand strategic rationale, evaluate target companies, identify financial and operational risks, assess potential synergies, determine appropriate financing structures, negotiate transaction terms, and establish effective integration plans. The course examines each of these elements in detail to support better transaction decisions.

The program covers the complete transaction lifecycle, beginning with strategy development and target identification and progressing through valuation, due diligence, transaction structuring, financing, negotiation, regulatory and governance considerations, closing, integration, and post-transaction performance measurement. Participants will examine valuation approaches, purchase price analysis, accretion and dilution, capital structure implications, financing alternatives, transaction protections, and the financial and operational consequences of acquisitions, disposals, mergers, and corporate reorganizations.

A major focus of the course is corporate restructuring, including situations where organizations need to improve financial performance, strengthen liquidity, optimize capital structures, reduce operating inefficiencies, reposition business portfolios, or respond to changing market conditions. Participants will explore restructuring alternatives, stakeholder considerations, turnaround approaches, refinancing strategies, asset sales, organizational redesign, and methods for restoring sustainable financial and operational performance.

Through transaction case studies, valuation exercises, due diligence analysis, negotiation

scenarios, restructuring assessments, and integration workshops, the Mergers, Acquisitions & Corporate Restructuring Training Course develops practical skills that can be applied by investment banking professionals, corporate finance teams, executives, finance directors, strategy leaders, government entities, and large organizations. The course supports stronger investment decisions, more disciplined transaction execution, and improved post-transaction value realization.

Objectives

- Analyze the strategic, financial, and operational rationale for mergers, acquisitions, divestitures, and corporate restructuring transactions during the course.
- Evaluate potential acquisition targets using financial performance, market position, competitive strength, management capability, and strategic fit.
- Develop structured frameworks for identifying, screening, prioritizing, and assessing potential transaction opportunities.
- Apply appropriate business valuation methods to estimate enterprise value, equity value, and transaction ranges.
- Assess financial, commercial, operational, legal, tax, regulatory, and governance findings arising from due diligence activities.
- Design transaction structures that address purchase consideration, financing, ownership, risk allocation, governance, and transaction protections.
- Evaluate alternative financing structures and assess their impact on leverage, liquidity, capital structure, and shareholder value.
- Analyze transaction economics including synergies, accretion and dilution, purchase price adjustments, and return expectations.
- Apply negotiation and deal management techniques to support disciplined transaction execution and stakeholder alignment.
- Evaluate restructuring alternatives for organizations facing financial pressure, operational inefficiencies, changing market conditions, or strategic repositioning requirements.
- Develop post-merger integration and restructuring implementation frameworks with clear priorities, responsibilities, milestones, and performance measures.
- Align transaction and restructuring strategies with long-term value creation, financial sustainability, and organizational objectives.

Who Should Attend

This course is designed for professionals working in investment banking, corporate finance, corporate development, strategy, mergers and acquisitions, financial advisory, private equity, treasury, risk management, and restructuring functions. It is particularly relevant to Investment Bankers, Corporate Finance Managers, Mergers and Acquisitions Professionals, Financial Analysts, Valuation Specialists, Corporate Development Managers, Strategy Managers, Restructuring Professionals, Treasury Managers, Risk Managers, and professionals involved in transaction execution and financial analysis.

The program is also highly suitable for Chief Financial Officers, Finance Directors, Chief Strategy Officers, Corporate Development Directors, Heads of Investment, Business Unit Leaders, Investment Committee Members, and senior executives responsible for acquisitions, divestitures, strategic investments, capital allocation, restructuring, or organizational transformation. Professionals working in government-owned enterprises, ministries, public sector organizations, banks, financial institutions, oil and gas companies, infrastructure organizations, and large corporations can also benefit from the course.

The course is particularly valuable for professionals involved in financial due diligence, business valuation, transaction structuring, acquisition financing, negotiation, legal and regulatory coordination, integration planning, performance improvement, refinancing, and corporate restructuring. It is also appropriate for legal, accounting, audit, compliance, human resources, operations, and governance professionals whose roles contribute to major corporate transactions and organizational restructuring programs.

Learning Outcomes

- Explain the complete lifecycle of mergers, acquisitions, divestitures, and corporate restructuring transactions.
- Identify and assess strategic, financial, operational, and market drivers behind potential corporate transactions.
- Evaluate acquisition targets using structured commercial, financial, competitive, and strategic analysis.
- Apply valuation methodologies to estimate enterprise value, equity value, purchase price ranges, and transaction economics.

- Analyze financial, operational, legal, tax, regulatory, commercial, and governance due diligence findings.
- Assess acquisition financing alternatives and their implications for capital structure, liquidity, leverage, and shareholder value.
- Evaluate synergies, integration costs, accretion and dilution, and other key drivers of transaction value.
- Design transaction structures that appropriately allocate risks, responsibilities, ownership rights, and financial commitments.
- Develop negotiation strategies that support value preservation and alignment among transaction stakeholders.
- Assess restructuring alternatives and determine appropriate financial and operational response strategies.
- Develop practical post-merger integration and restructuring plans with measurable performance indicators.
- Prepare an executive-level transaction or restructuring recommendation supported by financial analysis, risk assessment, and strategic rationale.

Course Outline

DAY 01

Mergers & Acquisitions Strategy and Transaction Lifecycle

- Strategic role of mergers, acquisitions, divestitures, and corporate restructuring
- Drivers of corporate transactions including growth, market entry, consolidation, capability acquisition, and portfolio optimization
- Transaction types and deal structures
- Identifying acquisition opportunities and developing transaction investment theses
- Target screening based on strategy, market position, financial performance, and organizational fit
- Transaction lifecycle from initial strategy through closing and post-transaction management
- Roles of management, investment banks, advisors, legal teams, auditors, regulators, and other stakeholders

DAY 01 — CONTINUED

PRACTICAL APPLICATION

Develop a transaction strategy and evaluate a portfolio of potential acquisition targets

DAY 02**Financial Analysis, Valuation and Due Diligence**

- Financial analysis of acquisition targets and strategic investment opportunities
- Analysis of revenue, profitability, cash flow, working capital, debt, and capital expenditure
- Enterprise value, equity value, and purchase price analysis
- Valuation using discounted cash flow analysis, comparable companies, and precedent transactions
- Financial modeling and valuation assumptions in transaction environments
- Commercial, operational, financial, legal, tax, and regulatory due diligence
- Identifying risks, liabilities, quality-of-earnings issues, and value-creation opportunities
- Adjustments to valuation based on due diligence findings

PRACTICAL APPLICATION

Perform a comprehensive acquisition analysis and prepare a preliminary valuation and due diligence assessment

DAY 03**Transaction Structuring, Financing and Negotiation**

- Acquisition structures and alternative transaction models
- Cash consideration, share consideration, deferred consideration, and other transaction mechanisms
- Acquisition financing and capital structure implications
- Debt financing, equity financing, hybrid financing, and alternative funding approaches
- Purchase price adjustments, earn-outs, warranties, indemnities, and transaction protections
- Governance rights, ownership considerations, and risk allocation
- Negotiation strategy, deal positioning, stakeholder interests, and decision authority

DAY 03 — CONTINUED

- Managing transaction risks and execution challenges

PRACTICAL APPLICATION

Structure and negotiate a hypothetical acquisition transaction covering valuation, financing, protections, and key commercial terms

DAY 04

Corporate Restructuring, Turnaround and Financial Recovery

- Strategic and financial triggers for corporate restructuring
- Operational restructuring and organizational performance improvement
- Financial restructuring and capital structure optimization
- Liquidity management, refinancing, debt restructuring, and liability management
- Asset disposals, business portfolio restructuring, and divestiture strategies
- Cost optimization, working capital improvement, and cash flow recovery
- Stakeholder management, governance, communication, and restructuring decision processes
- Measuring financial and operational performance during restructuring

PRACTICAL APPLICATION

Diagnose a financially pressured organization and develop a comprehensive restructuring and recovery plan

DAY 05

Post-Merger Integration, Value Creation and Executive Decision Making

- Principles of post-merger integration and transaction implementation
- Integration of finance, operations, technology, people, governance, and reporting
- Synergy realization and tracking of transaction value drivers
- Managing organizational culture, leadership alignment, and stakeholder expectations
- Integration risks, execution delays, cost overruns, and performance gaps
- Post-transaction financial performance measurement and management reporting

DAY 05 — CONTINUED

- Governance frameworks for monitoring transaction benefits and restructuring outcomes
- Exit, divestiture, or portfolio optimization considerations after restructuring
- Developing sustainable value-creation strategies following major corporate transactions

FINAL WORKSHOP

Develop and present a complete mergers, acquisitions, or corporate restructuring case covering strategic rationale, valuation, due diligence, transaction structure, financing, negotiation, integration or restructuring, risk management, and value realization

Register or Request More Information

Course page: <https://quest-training.com/courses/mergers-acquisitions-corporate-restructuring-training-course>

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