

2019.FS

Module Name: Mergers & Acquisitions	
Module Code	w.BA.XX.2MA-IM.XX
Module Description	M&As - Mergers and Acquisitions: Buying a company means making a big decision. In this module, students learn how to plan and execute an acquisition project as well as how to plan and implement the integration of a company after its purchase. Preparing and implementing a company acquisition requires many resources and skills. With the amount of financial and human resources employed, failure is not an option. This module covers the following topics:- stakeholders in an M&A project- project phases of an M&A project: strategic planning, target identification, negotiation, due diligence, signing/closing, post-merger integration- methods of company valuation- success factors and stumbling blocks of integration management- using integration management for performance transformation
Program and Specialization	International Management
Legal Framework	Academic Regulations BSc dated 29.01.2009, Appendix to the Academic Regulations for the degree programs in Business Administration, Business Information Technology, and Business Law, first adopted on 12.05.2009
Module Category	Module Type: Compulsory Elective
	Program Phase: Main Study Period
ECTS	3
Organizational Unit	W Institut für Financial Management
Module Coordinator	Markus Braun (brau)
Deputy Module Coordinator	Mehdi Mostowfi (mosw)
Prerequisite Knowledge	Finance, accounting, project management, international business, international strategic management
Contribution to Program Learning Goals (Affected by Module)	§ Professional Competence § Methodological Competence § Social Competence § Self-Competence
Contribution to Program Learning Objectives	Professional Competence § Knowing and Understanding Content of Theoretical and Practical Relevance § Apply, Analyze, and Synthesize Content of Theoretical and Practical Relevance § Evaluate Content of Theoretical and Practical Relevance Methodological Competence § Problem-Solving & Critical Thinking § Scientific Methodology § Work Methods, Techniques, and Procedures § Information Literacy § Creativity & Innovation Social Competence § Written Communication § Oral Communication § Teamwork & Conflict Management § Intercultural Insight & Ability to Change Perspective Self-Competence § Self-Management & Self-Reflection § Ethical & Social Responsibility
Module Learning Objectives	Students... § understand the basic terminology of mergers and acquisitions (M&As). § are able to explain the interrelationship of the various stakeholders in an M&A transaction. § understand the M&A process (project phases) and are able to explain and implement its steps in the context of various company situations. § are able to apply various methods to evaluate companies. § are able to use purchase price allocation to determine the value of a company. § are able to analyze an M&A process from different perspectives. § are able to participate in discussions and presentations of case examples and studies using the correct terminology, instruments, and methods.

Module Content	§ Introduction and principles of M&A management § M&A process/project phases: Success factors and stumbling blocks § Company evaluation: Evaluation methods and purchase price allocation § Acquisition management: Strategic analysis phase and transaction phase § M&As: Success due to integration management / an integration module in five steps § Complex case study of the sale of an international retail company § New trend: Global transactions in specific industrial sectors		
Links to other modules	The content of this module is linked to the following modules: w.BA.XX.1ACC-IM.XX w.BA.XX.1FIN-IM.XX w.BA.XX.1IA-IM.XX w.BA.XX.1IBM-IM.XX w.BA.XX.1IF-IM.XX w.BA.XX.1ISMGT-IM.XX w.BA.XX.1PM-IM.XX		
Methods of Instruction	§ Lecture § Interactive Instruction § Application Tasks § Case Studies § Project Work	Social Settings Used: Group Work	
Digital Resources	§ Teaching Videos § Teaching Materials § Practice and Application Exercises (with Key)		
Type of Instruction	Classroom Instruction	Guided Self-Study	Autonomous Self-Study
Large Class	28 h	28 h	
Small Class	-	-	
Group Instruction	-	-	
Practical Work	-	-	
Seminar	-	-	
Total	28 h	28 h	34 h
Performance Assessment			
End-of-module exam	Form	Length (min.)	Weighting
Written exam	Closed book	60	70,00%
Permitted Resources	Approved calculator according to "Guidelines on Supplementary Materials"		
	Others	Assessment	Length (min.)
	Talk/oral presentation	Grade	20
	Written Assignment	Pass/Fail	-
Classroom Attendance Requirement	Attendance required, in particular during guest lectures.		
Language of Instruction/Examination	English		
Compulsory Reading	-		
Recommended Reading	§ Koller, T., Goedhart, M. & Wessels, D. Valuation: Measuring and Managing the Value of Companies, University Edition. 5th edition. Wiley. ISBN 978-0470424650 § Weber, Y., Tarba, S. & Öberg, C. (2014). A Comprehensive Guide to Mergers & Acquisitions. Pearson. ISBN 978-0-13-477092-5. § Braun, M. & Bergamin, S. (2018). Mergers and Acquisitions - Integration and Transformation Management as the Gateway to Success. First edition. Cham: Springer. ISBN 978-3-319-60503-6.		
Comments	Experienced guest lecturers will share their M&A expertise and knowledge.		