

imaa

| Institute for Mergers,  
| Acquisitions & Alliances

# Certified Post Merger Integration Expert (CPMI)

 Onsite **NEW YORK** | June 26 - 30 | October 23 - 27

 [imaa-institute.org](https://www.imaa-institute.org)

# About IMAA

The Institute for Mergers, Acquisitions and Alliances (IMAA) is an international think tank for Mergers & Acquisitions. We help organizations and individuals to advance their M&A capabilities and be part of our global M&A community.

Established more than 15 years ago, the Institute has built the largest and best faculty pool from around the world sharing their insights and know-how.

As the leading M&A education provider and globally active institute, our programs offer a wealth of experience and know-how for professionals around the world.



## Program Description

The Certified Post Merger Integration Expert Certification (CPMI) tackles the challenges faced by newly merged entities. By equipping you with an overview of the Mergers and Acquisitions process and the skills to set the right tone and prepare for the integration, we empower you to implement changes and realize synergies successfully.

The Certified Post Merger Integration Expert (CPMI) is a tailored program to address the needs of advisors, management consultants, change specialists, corporate M&A and integration teams. The program covers all aspects of the post-merger integration process from planning to implementation.

Whether managing or advising an integration for your company, your function, or your clients, we prepare you to conquer the most common post merger integration obstacles before they become issues.

## Training Dates & Schedule

June 26 - 30

Mon 1pm - 6pm | Tue-Thu 9am - 6pm  
Fri 9am - 12:15pm EST

October 23 - 27

Mon 1pm - 6pm | Tue-Thu 9am - 6pm  
Fri 9am - 12:15pm EST

## Module Overview

Throughout the training the following topics will be covered

### ESSENTIALS OF M&A

- M&A Process: Sell-side & Buy-side
- Strategies for M&A
- Success Factors in Transactions and Post Merger Integration
- Takeover Strategies and Defence Tactics
- M&A Negotiation

### INTEGRATION GOVERNANCE & PROJECT MANAGEMENT (IG&PM)

- Post Merger Integration Planning, Steering & Execution
- Organizing Project Work Streams
- Synergy Identification & Realization
- Planning & Execution for Day 1 and First 100 days
- Balancing Integration Activities & Day-to-Day Business

### FUNCTION INTEGRATION (FI)

- Deal Financing & Payment Structure
- HR Integration
- Financial Integration
- Procurement Integration
- IT & Security Systems Integration
- Sales & Marketing Integration

### CULTURE & CHANGE MANAGEMENT

- Managing Internal Communication
- Integrating Corporate Cultures
- Developing Metrics for Measuring Success
- Change Management Phases & Tasks
- Cross-Border Considerations
- Dealing with People in M&A

# Our Faculty

At IMAA, we value not only good teaching but solid M&A experience. This is made clear by our faculty's unique ability to explain complex theoretical concepts using personal experiences and 'war stories' alike. Some of the faculty members you can expect to meet at this training and the experience they bring with them includes:



Prof. Dr. Christopher Kummer  
President & CEO IMAA



Adrian Waters  
Strategy Partner & Faculty  
Director



Dhruv Mehra  
Partner, Asia M&A Transaction  
Services Leader



Konrad Deiters  
Global Commercial Leader M&A  
Advisory Services at Mercer

\* excerpt of members of IMAA's faculty; subject to change

## Who Attends Our Training

IMAA trains and cooperates with a wide variety of professionals. Our trainings comprise mostly of CEOs, CFOs, corporates, investment bankers, legal and financial advisors and chartered accountants from reputable organizations including:



## What is Included

- 4-Day intensive workshop
- Leading faculty from academia and the industry
- Networking with industry professionals and faculty
- Upon completion, the participants will receive the IM&A Designation
- First-year IMAA charter-holding membership included
- IMAA eLibrary access included with membership
- All course materials, as well as meals and snacks, are provided during the course

## Program Fees

Regular Fee: USD 5,490

Early Bird Fee: USD 4,890

\*valid until 2 months before training starts

## Registration

Get more information online [here](#) or scan the QR code to register.



## Contact

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