

imaa

Institute for Mergers,
Acquisitions & Alliances

International Mergers & Acquisitions Expert (IM&A)

 Onsite **AMSTERDAM** | October 2 - 6



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 forces of globalization and technological change have created a highly competitive and dynamic business world where mergers and acquisitions are increasingly used to seek competitive advantage and maximize value for shareholders. Treating M&A as a strategic capability can give companies an edge that their peers will struggle to replicate.

The International Mergers and Acquisitions (IM&A) Certificate Program gives you a unique end-to-end understanding of M&A, blending academic theory with real-world insights. Constructed by leading faculty members and M&A industry experts, the IM&A training provides an invaluable foundation for choosing the right acquisition, excelling at cross-functional due diligence, getting the valuation right, implementing a smooth post merger integration, and more. Gaining the IM&A designation signals to employers, colleagues, and clients that you are invested in being the best M&A professional you can be.

Training Dates & Schedule

October 2 - 6

Mon 1pm - 6pm

Tue-Thur 9am - 6pm

Fri 9am - 12:15pm CET

Module Overview

Throughout the training the following topics will be covered

ESSENTIALS OF M&A

- M&A Process (Buy-side)
- Strategies for M&A
- Success Factors in Transactions and Post
- Takeover Strategies and Defence Tactics
- M&A Negotiation

DUE DILIGENCE

- Financial DD
- Tax DD
- Legal DD
- HR DD
- Other DD Areas and Challenges cross-border M&A

VALUATION

- Deal Financing & Payment Structure
- Valuation Techniques
- Deal Design & Structure
- Private Equity & Startup Valuation
- Valuation in Emerging Markets

POST MERGER INTEGRATION (PMI)

- Integration Governance
- Synergy Identification and Extraction
- Function Integration
- Change Management & Cultural Issues
- Communication Channel & Optimization
- Business-as-usual and Quick Wins

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



Rohit Singh, CFA
Private Equity PE Advisor
Xeraya Capital



Hermann Ali Hinderer
Partner at Heuking Kühn Lüer
Wojtek



Adrian Waters
Strategy Partner & Faculty
Director

* 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

For Inquiries:

info@imaa-institute.org
+1 212 249 6600