

FINANCE & ACCOUNTING | COURSE BROCHURE

Mergers and Acquisitions Valuation and Deal Structuring

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Mergers and acquisitions create value only when the price, structure and integration plan are right. This course takes participants through the deal process from target screening to closing: valuation using comparable companies, precedent transactions and discounted cash flow, synergy assessment, deal structures and consideration, due diligence and the key terms that protect buyers and sellers.

Overpaying, missing risks in due diligence or choosing the wrong structure can destroy value for years. You will learn the analytical and negotiation tools that experienced deal teams use.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Valuation modelling in spreadsheets, a running acquisition case through the week, negotiation simulations and analysis of well-known successful and failed deals.

Course objectives

By the end of this course, participants will be able to:
• Describe the M&A process and the roles of advisers
• Value targets using multiple valuation methods
• Estimate and challenge synergies
• Compare asset and share deals and payment structures
• Plan financial, commercial and legal due diligence
• Negotiate key terms in sale and purchase agreements

Target audience

This course is suitable for:
• Corporate development and strategy professionals
• CFOs and finance directors
• Investment bankers and transaction advisers
• Private equity and investment professionals
• Business owners considering a sale or acquisition
• Legal and tax advisers to transactions



Course content

Target competencies

Participants will develop competencies in:

- Business valuation
- Deal structuring
- Due diligence planning
- Negotiation
- Value creation analysis

Course outline

Day 1: The M&A Process

09:00–09:54	Strategic rationale for acquisitions
09:54–10:48	Deal process from screening to closing
10:48–11:00	Roles of advisers and stakeholders
11:00–11:30	**Coffee break**
11:30–12:12	Roles of advisers and stakeholders (continued)
12:12–13:06	Why many deals fail to create value
13:06–14:00	Case introduction: the target company

Day 2: Valuation Methods

09:00–09:54	Comparable company analysis
09:54–10:48	Precedent transactions
10:48–11:00	Discounted cash flow valuation
11:00–11:30	**Coffee break**
11:30–12:12	Discounted cash flow valuation (continued)
12:12–13:06	Leveraged buyout perspective
13:06–14:00	Exercise: valuing the target

Day 3: Synergies and Pricing

09:00–09:54	Cost and revenue synergies



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09:54–10:48	Integration costs and timing
10:48–11:00	Control premium and price setting
11:00–11:30	**Coffee break**
11:30–12:12	Control premium and price setting (continued)
12:12–13:06	Accretion and dilution analysis
13:06–14:00	Workshop: building the synergy case

Day 4: Deal Structure and Due Diligence

09:00–09:54	Asset versus share deals
09:54–10:48	Cash, shares and earn-outs
10:48–11:00	Financial, tax, legal and commercial due diligence
11:00–11:30	**Coffee break**
11:30–12:12	Financial, tax, legal and commercial due diligence (continued)
12:12–13:06	Valuation adjustments from findings
13:06–14:00	Exercise: due diligence plan

Day 5: Negotiation and Closing

09:00–09:54	Key terms in letters of intent and SPAs
09:54–10:48	Warranties, indemnities and price adjustments
10:48–11:00	Negotiation simulation
11:00–11:30	**Coffee break**
11:30–12:12	Negotiation simulation (continued)
12:12–13:06	Post-merger integration priorities
13:06–14:00	Personal learning plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	9 Nov 2026	13 Nov 2026	**€3,150.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
Amsterdam Confirmed dates	30 Nov 2026	4 Dec 2026	**€2,540.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Barcelona Confirmed dates	14 Dec 2026	18 Dec 2026	**€2,840.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
Kuala Lumpur Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,450.-**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.-**
Vienna Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,940.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Rome Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,450.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**
Dubai Confirmed dates	22 Mar 2027	26 Mar 2027	**€3,150.–**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**€1,250.–**
Cape Town Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,890.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**
Paris Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,860.–**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Cape Town Confirmed dates	17 May 2027	21 May 2027	**€1,890.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**
Rome Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,450.–**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Barcelona Confirmed dates	28 Jun 2027	2 Jul 2027	**€2,840.–**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.–**
London Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,450.–**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.–**
Frankfurt Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,650.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Istanbul Confirmed dates	23 Aug 2027	27 Aug 2027	**€2,650.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Cape Town Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,890.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
London Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,450.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Dubai Confirmed dates	18 Oct 2027	22 Oct 2027	**€3,150.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Vienna Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,940.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**
Rome Confirmed dates	29 Nov 2027	3 Dec 2027	**€2,450.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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