# Private Company Acquisition and Sale Strategy Training Course

22 – 26 March 2027
Milan

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**Ref:** 1254_192652 **Date:** 22 – 26 March 2027 **Location:** Milan **Fees:** 5700 Euro

## Overview

Private Company Acquisition and Sale Strategy Training Course is a one-week advanced course for owners, corporate development leaders, investment professionals, finance executives, advisers, and risk teams who need a Private Company Transaction Decision and Risk Control File. The course connects private company acquisition strategy, business sale preparation, deal structuring, due diligence, transaction negotiation, closing, and post-deal handover. Participants test evidence, choices, and safeguards from both buyer and seller perspectives. Agile Leaders Training Center presents private-company transactions through disciplined analysis, negotiation, and accountable decisions.

## Who Should Attend

- Teams responsible for corporate development, acquisition screening, and strategic fit
- Owners and leadership groups preparing a privately held business for sale
- Functions responsible for investment analysis, valuation inputs, and financing decisions
- Teams coordinating commercial, financial, legal, tax, and compliance diligence
- Advisers responsible for transaction structures, terms, negotiations, and closing
- Risk and assurance functions responsible for deal controls and post-deal follow-through

The course assumes participants assess businesses, transactions, investments, or material risks at work and leaves out public takeover rules and jurisdiction-specific legal or tax advice.

## Departments and Industries

The course supports departments and industries that acquire, sell, invest in, finance, or advise privately held businesses.

- Corporate development, strategy, finance, treasury, and investment teams
- Legal, compliance, risk, internal-audit, and governance functions
- Manufacturing, energy, logistics, construction, and industrial services
- Technology, healthcare, professional services, and consumer businesses
- Private investment, family enterprise, banking, and advisory organizations

## Learning Objectives

By the end of this course, participants will be able to:

- Analyze strategic fit and seller readiness for a private-company transaction
- Compare share, asset, staged, and contingent transaction structures
- Build a risk-based commercial, financial, legal, and compliance diligence plan
- Evaluate valuation assumptions, financing constraints, and negotiation positions
- Prioritize contractual protections, closing conditions, and risk ownership
- Build an integration or separation handover and transaction-control file

## Course Agenda

### Day 1: Strategy and Transaction Readiness

- Acquisition Thesis and Strategic-Fit Scorecard
- Seller Readiness and Value-Creation Evidence Map
- Transaction Stakeholder and Decision-Rights Matrix
- Deal Lifecycle Gate and Approval Framework
- Private Company Transaction Risk Register

### Day 2: Structure and Value

- Share, Asset, and Hybrid Structure Comparison Grid
- Enterprise-to-Equity Value Bridge
- Quality-of-Earnings and Working-Capital Analysis
- Financing Capacity and Funding-Risk Model
- IFRS 3 Acquisition Method Decision Map

### Day 3: Due Diligence and Risk Diagnosis

- Commercial Due Diligence Scope and Evidence Plan
- Financial Due Diligence Red-Flag Matrix
- Legal, Tax, and Compliance Workstream Tracker
- Management Interview and Data-Room Request Protocol
- Issue Materiality and Deal-Breaker Escalation Method

### Day 4: Terms, Negotiation, and Closing

- Term Sheet and Negotiation Position Matrix
- Representations, Warranties, and Disclosure Allocation Map
- Indemnity, Escrow, and Contingent Consideration Decision Tool
- Conditions Precedent and Closing Readiness Checklist
- Integration, Separation, and Control Handover Plan

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## Day 5: Private Company Transaction Practice

- Exercise: Strategic-Fit and Seller-Readiness Decision
- Exercise: Structure and Value-Risk Comparison
- Exercise: Due Diligence Findings and Red-Flag Escalation
- Exercise: Negotiation Terms and Closing-Control Review
- Capstone Exercise: Private Company Transaction Decision and Risk Control File

## Practical Exercises

The course uses suggested activities that turn transaction evidence into buyer, seller, and governance decisions.

- Suggested activity: compare strategic fit, readiness, structure, and value assumptions for an industrial-services transaction.
- Suggested activity: diagnose commercial, financial, legal, and compliance findings for a technology-business acquisition.
- Suggested activity: allocate warranties, indemnities, conditions, and residual risks across negotiated terms.
- Suggested activity: assemble an approval, closing, integration, and separation record for accountable handover.

## FAQs

### Who should attend the Private Company Acquisition and Sale Strategy Training Course?

The course suits professionals who evaluate, prepare, finance, negotiate, govern, or assure private-company transactions. It assumes experience reviewing business, investment, financial, contractual, or risk information.

### How does private company acquisition strategy differ from a general mergers and acquisitions course?

Private company acquisition strategy focuses on owner-managed information, limited market evidence, seller preparation, negotiated protections, and transaction controls, while a general course may cover a broader range of public and private combinations.

### What due diligence is needed for a private company acquisition or sale?

Private-company due diligence normally coordinates commercial, financial, legal, tax, compliance, operational, and management evidence, with scope and depth adjusted to the transaction thesis, identified risks, information access, and negotiated protections.

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## How are risks allocated in a private company acquisition agreement?

Transaction risks are allocated through price mechanisms, representations, warranties, disclosures, indemnities, escrow arrangements, contingent consideration, closing conditions, covenants, and post-closing obligations, subject to applicable professional advice.

## What should happen after a private company acquisition closes?

Post-closing work should transfer decision records, implement integration or separation controls, remediate diligence findings, confirm ownership of obligations, monitor contingent matters, and test whether promised safeguards operate in practice.

## Conclusion

The course connects strategy, seller readiness, structure, value, diligence, negotiation, closing, and handover. Participants take back a Private Company Transaction Decision and Risk Control File containing scorecards, evidence plans, risk records, term decisions, and control checklists. The file makes transaction assumptions, responsibilities, protections, and approval decisions easier to evaluate and govern.