Mergers and Acquisitions Deal Execution Training Course

1 – 5 November 2027
Addis Ababa

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Ref: 127_223343 **Date:** 1 – 5 November 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Course Overview

Mergers and acquisitions deal execution is a one-week course for corporate finance, investment, strategy, legal, and transaction professionals who leave with an M&A Deal Execution Playbook. Participants work through the M&A transaction lifecycle using target screening and valuation, a due diligence workplan, negotiation records, and a post-merger integration plan. The course connects financial, commercial, operational, legal, and people decisions through one continuing transaction case. Mergers and acquisitions practice is delivered by Agile Leaders Training Center.

Who Should Attend

- Corporate development functions responsible for acquisition strategy and transaction execution
- Finance functions responsible for valuation, modeling, financing, and investment appraisal
- Investment functions responsible for target assessment, diligence, and portfolio decisions
- Legal and commercial functions responsible for deal terms, documentation, and negotiation support
- Strategy and transformation functions responsible for synergies and integration planning
- Executive governance functions responsible for transaction approval and value realization

The course assumes participants already contribute to financial analysis, strategic initiatives, investment decisions, or transaction reviews, and it leaves out introductory accounting instruction and jurisdiction-specific legal advice.

Departments and Industries

The course supports transaction work across corporate, investment, advisory, and public-service environments.

- Corporate finance, treasury, and investment departments
- Strategy, corporate development, and transformation offices
- Legal, commercial, procurement, and risk functions
- Banking, private capital, and professional advisory services
- Technology, healthcare, industrial, and consumer businesses
- Energy, infrastructure, logistics, and public-service organizations

Learning Objectives

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

- Apply an acquisition thesis to target screening and selection
- Compare valuation methods and analyze transaction economics
- Build a risk-based due diligence workplan
- Evaluate deal structures, financing choices, and negotiated terms
- Prioritize signing, closing, and Day 1 readiness decisions
- Build a synergy-led post-merger integration plan

Course Agenda

Day 1: Acquisition Strategy and Target Screening

- Acquisition Thesis and Strategic Fit Canvas
- Market Mapping and Target Longlist Method
- Weighted Target Screening Matrix
- Transaction Governance and Decision Rights Map
- Preliminary Deal Risk Register

Day 2: Valuation and Transaction Economics

- Discounted Cash Flow Valuation Model
- Comparable Company Analysis Framework
- Precedent Transaction Analysis Method
- Synergy Valuation and Realization Bridge
- Accretion, Dilution, and Funding Scenario Model

Day 3: Due Diligence and Deal Structuring

- Risk-Based Due Diligence Workplan
- Financial Quality of Earnings Review
- Commercial and Operational Diligence Matrix
- Legal, Regulatory, and People Diligence Checklist
- Deal Structure and Consideration Options Grid

Day 4: Negotiation, Signing, and Closing

- Deal Negotiation Preparation Canvas
- Term Sheet and Heads of Terms Checklist
- Risk Allocation and Protection Mechanisms Map
- Signing-to-Closing Conditions Tracker
- Transaction Approval and Closing Readiness Pack

Day 5: Deal Simulation and Integration Practice

- Target Screening Decision Exercise
- Valuation Range and Offer Recommendation Exercise
- Diligence Findings to Deal Terms Exercise
- Day 1 and Synergy Dashboard Exercise
- Capstone M&A Investment Committee Simulation

Practical Exercises

The course uses suggested activities that connect analysis, governance, and execution decisions.

- Suggested activity: score acquisition targets against strategic, financial, and risk criteria
- Suggested activity: reconcile valuation methods and prepare an offer range
- Suggested activity: convert diligence findings into price, protection, and closing recommendations
- Suggested activity: present an integration roadmap and synergy dashboard to a decision panel

FAQs

Who is the Mergers and Acquisitions Deal Execution Training Course suited to?

The course suits professionals who already support finance, strategy, investment, legal, commercial, or transformation decisions and need a structured method for transaction execution.

How does mergers and acquisitions deal execution differ from general corporate finance training?

Mergers and acquisitions deal execution follows one transaction from acquisition thesis through closing and integration, while general corporate finance training covers broader financing and investment topics.

What valuation methods are used in mergers and acquisitions deal execution?

The course applies discounted cash flow, comparable company, precedent transaction, synergy, and accretion-dilution analyses to develop and challenge a transaction value range.

How does due diligence influence mergers and acquisitions deal terms?

Due diligence findings influence valuation, structure, risk allocation, protections, closing conditions, and integration priorities by converting identified exposures into documented transaction decisions.

What makes post-merger integration part of deal execution?

Post-merger integration protects the transaction thesis by assigning Day 1 priorities, synergy owners, governance routines, operating-model decisions, and measurable value-realization actions before closing.

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Conclusion

Participants take back an M&A Deal Execution Playbook containing a screening matrix, valuation comparison, diligence workplan, negotiation record, closing tracker, and integration roadmap. The playbook creates a shared process for finance, strategy, legal, and operational teams. It helps decision makers connect transaction risks, terms, readiness, and value realization.