Course Description
This course will be taught over 2 ½ days and is designed to introduce students to the basic components of mergers & acquisitions transactions from the initial decision to pursue a transaction, through the due diligence phase, to negotiation and all the way to its conclusion.

The first day of the course will focus on M&A theory and the inverse relationship between risk allocation and value at all phases of a deal, all the while balancing the objectives of the parties and the various legal requirements applicable to transaction structures, most notably, tax matters.

During the second day of the course, students will be separated into smaller groups, with each group representing either a buyer or seller. Each group will be given specific instructions regarding their client’s objectives for the transaction, and students will then have an opportunity to negotiate with an opposing group.

The remaining class time will be allocated to a debriefing session on the previous day’s negotiations, and a comparison how different groups (with identical instructions) arrived at their respective negotiated transactions. Some time for general Q&A will also be allotted.

Course Goals
Students who complete this course successfully will be able to:
- Identify the various steps of a transaction from inception to closing;
- Identify the key components of an M&A transaction; and
- Understand the interplay between risk and value.

Required Texts, Materials, or Equipment
- No laptops or tablets.
- Pad of paper and pens/pencils only.

Method of Evaluation
Active participation throughout the entire course is strongly encouraged and will represent 50% of the student’s assessment. Students will also be asked to complete a reflection piece (no longer than 5 pages, double spaced), which will represent the remaining 50% of the assessment.