

MERGERS & ACQUISITIONS

“Executing Successful Deals Through Strategic Planning, Valuation, and Integration”

Schedule

Date	Venue	Fees (Face-to-Face)
19 – 20 Feb 2026	Kuala Lumpur, Malaysia	USD 1995 per delegate

► Available delivery methods: Face-to-Face & Online Training

Introduction

Mergers and acquisitions (M&A) can rapidly transform a business—unlocking growth, entering new markets, and creating competitive advantage. However, most deals fail to deliver intended value due to poor planning, overvaluation, or integration challenges. Successful M&A demands strategic clarity, rigorous due diligence, precise valuation, and disciplined execution.

This intensive 2-day course provides a complete overview of the M&A process, from target selection and deal structuring to negotiation and post-deal integration. Participants will gain critical insights into valuation techniques, risk management, and value creation strategies through real-world examples and hands-on exercises.

Objectives

- By the end of this course, participants will be able to:
- Understand the strategic rationale behind M&A transactions
 - Evaluate potential targets using qualitative and quantitative criteria
 - Apply valuation methods such as DCF, comparables, and precedent transactions
 - Navigate legal, financial, and operational due diligence
 - Design integration plans that align people, systems, and cultures

Why Attend

- Build confidence in managing or participating in M&A processes
- Learn to identify value drivers, risks, and synergy opportunities
- Avoid common deal-making pitfalls through structured methodologies
- Enhance your ability to contribute to deal strategy and execution
- Understand the full lifecycle of an M&A—from opportunity to value realization

Target Audience

This program is designed for:

- Corporate strategy and business development professionals
- Financial analysts, investment officers, and bankers
- Legal, risk, and compliance officers
- Project leaders involved in post-merger integration
- Entrepreneurs and executives considering acquisitions or divestitures

Individual Benefits

Key competencies that will be developed include:

- Deal strategy formulation and target screening
- M&A valuation and financial modeling
- Due diligence planning and execution
- Negotiation and risk mitigation
- Post-merger integration design and monitoring

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Greater strategic alignment of M&A initiatives
- Improved deal evaluation and decision-making processes
- Enhanced value creation and synergy realization
- Reduced legal, financial, and operational risks
- More effective post-deal cultural and operational integration

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – M&A lifecycle, frameworks, and stakeholder alignment
- Case Studies – Successful and failed deals from various sectors
- Workshops – Valuation modeling, synergy analysis, integration planning
- Peer Exchange – Challenges and practices across regions and industries
- Tools – Due diligence checklists, financial templates, and negotiation guides

Course Outline

DETAILED 2-DAY COURSE OUTLINE

Training Hours: 07:30 AM – 03:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

- Day 1: Deal Strategy, Valuation & Structuring**
- Module 1: M&A Strategy and Deal Flow (07:30 – 09:30) • Types of M&A: horizontal, vertical, conglomerate • Strategic drivers and growth objectives • Target identification and screening
 - Module 2: Valuation Techniques and Financial Modeling (09:45 – 11:15) • Discounted Cash Flow (DCF) • Comparable company and precedent transaction analysis • Synergy valuation and value creation logic
 - Module 3: Deal Structuring and Negotiation (11:30 – 01:00) • Deal types: asset vs. share purchase, mergers, JV • Payment methods and earn-outs • Legal and tax considerations
 - Module 4: Workshop – Valuation and Deal Structuring (02:00 – 03:30) • Hands-on case with target valuation and deal terms
- Day 2: Due Diligence, Risk Management & Integration**
- Module 1: Due Diligence and Risk Assessment (07:30 – 09:30) • Financial, legal, operational, and cultural due diligence • Red flags and deal breakers • Integration due diligence and change readiness
 - Module 2: Post-Merger Integration (PMI) Strategy (09:45 – 11:15) • Integration planning and governance • Talent retention, systems alignment, and communication • Day 1 readiness and synergy tracking
 - Module 3: Managing M&A Risks and Communication (11:30 – 01:00) • Mitigating integration failure risks • Stakeholder communication and transparency • Regulatory compliance and approvals
 - Module 4: Final Workshop – M&A Execution Simulation (02:00 – 03:30) • Teams develop a mini M&A plan and integration roadmap

Certification

Participants will receive a Certificate of Completion in Mergers & Acquisitions, validating their understanding of deal strategy, valuation, due diligence, and integration practices to support successful M&A transactions.

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