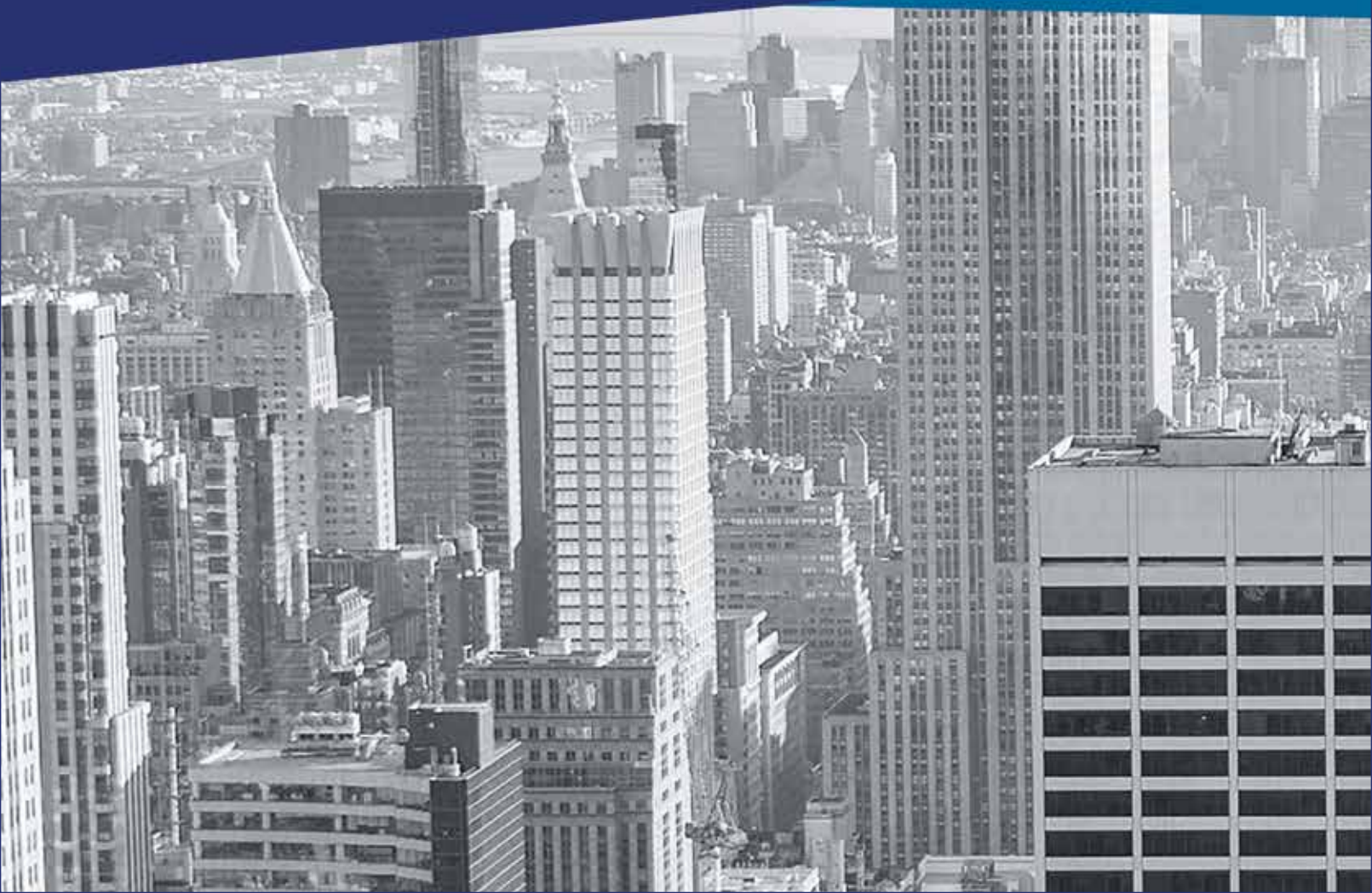


# M&A PROGRAM DIRECTORY: 2018







OFFICE & EVENT LOCATION ●

EVENT LOCATION ●

● HO CHI MINH CITY  
● SINGAPORE  
● COLOMBO

## ABOUT IMAA

The Institute for Mergers, Acquisitions and Alliances (IMAA) is an independent think tank which pursues research and provides educational certificate programs, workshops, resources, and expert knowledge in the field of M&A. Founded in 2004, the IMAA has assembled a global faculty pool and knowledge in developed and emerging markets as well as in cross-border transactions.

Our programs and trainings are designed not only to cover the theoretical concepts of M&A, but also provide practical knowledge and real-world case studies. Constructed by leading faculty members and M&A experts from the industry in a multi-year effort; IMAA's programs are globally oriented to provide a holistic and non-country specific approach to M&A education.

# CERTIFICATE PROGRAMS

REGISTER  
ONLINE @  
[IMAA-INSTITUTE.ORG](http://IMAA-INSTITUTE.ORG)

## KEY BENEFITS:

- » Master best practices and strategic tools
- » Manage negotiations and deal players
- » Join a global network of professionals
- » Differentiate yourself as an M&A expert
- » Fulfill CPD/CPE requirements

*"The on-line platform provides flexibility and the opportunity to tackle the course content at your own pace, and based on other commitments."*

—Austin Cooke, Global M&A  
Director for KFC

## M&A CERTIFICATE PROGRAMS:

Based on our frameworks and the Body of Knowledge for Mergers & Acquisitions, the Institute runs three M&A certificate programs and designations. Each certificate program is designed to address the individual needs of all career level professionals already working within M&A or looking to break into the industry.

- » International M&A Certification (**IM&A**)
- » Certified M&A Professional (**M&AP**)
- » Certified Post Merger Integration (**CPMI**)

## WHAT'S INCLUDED?

The course fee includes all course materials, first year charter holding membership, one-year access to the e-library, and life-long access to the updated course content. The on-site program fee also includes additional course content slides, and lunch/snacks during the day.

## PROGRAM FEE:

On-line: \$2,990 USD

On-site: \$5,000 USD

## E-LEARNING:

- » Course materials provided through interactive platform
- » Approx. 100hrs worth study
- » Work at your own pace with on-demand videos & readings
- » Get started with any program right away
- » Life-long access to course content





# CERTIFICATE PROGRAMS, ON-SITE

IMAA offers the IM&A and CPMI programs to be taken directly on-site in a five day format. Whether you choose to take the IM&A or CPMI onsite, the intensive programs covers all four modules and allows participants to complete the entire certificate in just five days. The on-site trainings are evaluated based on participation and are held in small classroom setting. Our on-site trainings also provide participants the opportunity to network and have discussions directly with faculty members and industry leaders.

## UPCOMING TRAININGS:



**CHICAGO**  
25–29 June 2018  
CPMI

**SINGAPORE**  
10–14 Sept. 2018  
CPMI



**VIENNA**  
24–28 Sept. 2018  
IM&A

**NEW YORK**  
1–5 Oct. 2018  
IM&A



**AMSTERDAM**  
22–26 Oct. 2018  
CPMI

**SINGAPORE**  
29 Oct.–2 Nov. 2018  
IM&A



## KEY FACTS

- » Intensive workshops
- » Small classroom setting
- » Leading faculty from academia and the industry
- » Networking with industry professionals and faculty
- » Upon completion, you will receive the program designation
- » All course materials, as well as meals, snacks and drinks, are provided during the course

*"I learned a great deal from the program. It was also a pleasure to meet relevant people in the industry to gain further insights into what goes on in a merger and acquisition. The facilitators gave me a better understanding from different aspects in a M&A process."*

—Amanda Chuah, VP of Investor Relations, Singapore

# PROGRAM DESCRIPTIONS

## INTERNATIONAL M&A CERTIFICATION (IM&A):

The IM&A is considered IMAA’s flagship program and covers all relevant topics within the M&A process from a practical standpoint. The IM&A program reviews the complete life-cycle of a transaction from strategy all the way to post merger integration (PMI) and is perfect for professionals looking to broaden their overall M&A knowledge.

## M&A PROFESSIONAL CERTIFICATION (M&AP):

The M&AP is a tailored program designed to meet the needs of auditing, consulting, investment banking, and legal professionals. The M&AP and IM&A shares three of the same modules (Essentials, Due Diligence, and Finance); however the M&AP alternatively provides a unique module on Running a Successful M&A Practice and participants may choose to complete 5 modules to receive both designations.

## CERTIFIED POST MERGER INTEGRATION (CPMI):

The CPMI is designed to address the needs of advisors, management consultants, change specialists, HR experts, corporate M&A, and integration teams. The CPMI program recognizes the need of a focuses, proven and budget-conscious integration process. The program covers all aspects of the post-merger integration process from planning to implementation.

## PROGRAM REQUIREMENTS

Every programs requires four modules to be completed. The M&A programs do have some overlap; therefore, you may choose to complete multiple certificates. The required modules for each program are as follows:

Module	IM&A	M&AP	CPMI
Essentials of M&A	IM&A	M&AP	CPMI
Due Diligence	IM&A	M&AP	
Finance & Valuation	IM&A	M&AP	
Post Merger Integration	IM&A		
Running a Successful M&A Practice		M&AP	
Integration Governance & Project Management			CPMI
Functional Integration			CPMI
Culture & Change Management			CPMI

# OVERVIEW OF MODULES

## ESSENTIALS OF M&A

- » M&A Process: Sell-side & Buy-side
- » Strategies for M&A
- » Success Factors in Transactions
- » Takeover Strategies and Defense Tactics
- » M&A Negotiation
- » Required for **IM&A**, **M&AP** and **CPMI**

## DUE DILIGENCE

- » Financial DD
- » Tax DD
- » Legal DD
- » HR DD
- » Other DD Areas and Challenges in Cross-border M&A
- » Required for **IM&A** and **M&AP**

## VALUATION

- » Deal Financing & Payment Structure
- » Valuation Techniques
- » Deal Design & Structure
- » Private Equity & Start Up Valuation
- » Valuations in Emerging Markets
- » Required for **IM&A** and **M&AP**

## POST MERGER INTEGRATION

- » Integration Project Management and Work Stream Coordination
- » Function Integration
- » Synergy Identification and Extraction
- » Communication Channel Optimization and Change Management
- » Business-as-usual and Quick Wins
- » Required for **IM&A**

## RUNNING A SUCCESSFUL M&A PRACTICE

- » Nurturing & Leveraging Relationships
- » Deal origination & Client Pipeline Management
- » Strategies for Buying & Selling Firms
- » Staffing & Recruiting
- » Legal Liabilities
- » Required for **M&AP**

## INTEGRATION GOVERNANCE & PROJECT MANAGEMENT

- » Post merger Integration Planning, Steering & Execution
- » Organizing Project Work Streams
- » Synergy Identification and Realization
- » Planning and Execution for Day 1 and the First 100 Days
- » Balancing Integration Activities & Day-to-Day Business
- » Required for **CPMI**

## FUNCTION INTEGRATION

- » HR Integration
- » Financial Integration
- » Procurement Integration
- » IT & Security Systems Integration
- » Sales & Marketing Integration
- » Required for **CPMI**

## CULTURE & CHANGE MANAGEMENT

- » Managing Internal Communication
- » Integrating Corporate Cultures
- » Developing Metrics for Measuring Success
- » Change Management Phases & Tasks
- » Cross-Border Considerations
- » Dealing with People in M&A
- » Required for **CPMI**

# EXPERTS AND FACULTY

**Prof. Dr. Christopher Kummer** | *President*

Professor of Finance at Hult International Business School, Lecturer at University HSG St. Gall, and Affiliate Faculty at Institute for Strategy & Competitiveness at Harvard Business School.

**Prof. Dr. Aswath Damodaran** | *Faculty*

Professor at NYU Stern School of Business, Expert for Valuation

**David Brophy, PhD** | *Faculty*

Professor of Finance at the Ross School of Business at the University of Michigan; Director of the University of Michigan Center for Venture Capital and Private Equity Finance

**Prof. Andrew Campbell** | *Faculty*

Professor at Ashridge, Director of the Ashridge Strategic Management Centre, Program Director of Making Successful Acquisitions, former Consultant with McKinsey & Company in London and Los Angeles.

**Dr. Keith Dunbar** | *Faculty*

Founding and Managing Director at Potentious Consulting; M&A Thought Leader Award Winner from Alliance of Merger & Acquisition Advisors, and Adjunct Professor at Jack Welch management Institute

**Karim Elmorsi** | *Faculty*

Co-Founder and Partner at askme Partners

**David Faulkner** | *Faculty*

Emeritus Professor Royal Holloway, University of London; Chairman of Universal Business School; and Former Deputy Director Said Business School, University of Oxford

**Prof. Dr. Kai Lucks** | *Faculty*

President of the German Association for Mergers & Acquisitions (BM&A), former head of Post Merger Integration at Siemens, and Honorary Professor appointed by the Ministry of Art, Culture, Sciences in Bavaria.

**Antonio Nieto-Rodriguez** | *Faculty*

Chairman of the Board at the Project Management Institute; Director Project Management Office at GSK, former Head of Post Merger Integration at BNP Paribas Fortis and Visiting Professor at Solvay Business School, IE Business School and Vlerick Business School

**Dr. Christoph Rohloff** | *Faculty*

Managing Partner for corporate development, Post Merger Integration and Change Management at Frankfurt group; Senior Lecturer, EBS University

**Mark Pearson** | *Faculty*

CEO AGM Transitions, Faculty for M&A HR

**Adrian Waters** | *Fellow*

Head of Group Strategies at RACQ Australia; Former Director at Deloitte; Subject Matter Expert for Synergies

**Anirvan Sen** | *Faculty*

Founder and CEO of Fifth Chrome Advisory; Cross-Border M&A Integration and Business Growth Expert, and Co-Founder and Partner at askme Partners

**Rohit Singh, CFA** | *Faculty*

PE Advisor; Previous employers include PwC, KPMG, and Rabobank

**Kirstin Gallagher** | *Faculty*

Managing Director, M&A Tax Group at KPMG New York

**Christopher Harrison** | *Faculty*

CIO at The Falconwood Corporation and Adjunct Professor at NYU School of Law

**John Charnes** | *Faculty*

Owner JC Analytics, Author of *Financial Modeling with Crystal Ball and Excel*



# PARTICIPANT PROFILE

IMAA trains a wide variety of professionals include CEOs, CFOs, corporates, investment bankers, chartered accountants, legal and financial advisors, and more. With five offices on three continents and a diverse set of faculty, participants from around the world benefit from a globally minded, professional education.

MORE THAN  
**1,400 PARTICIPANTS**

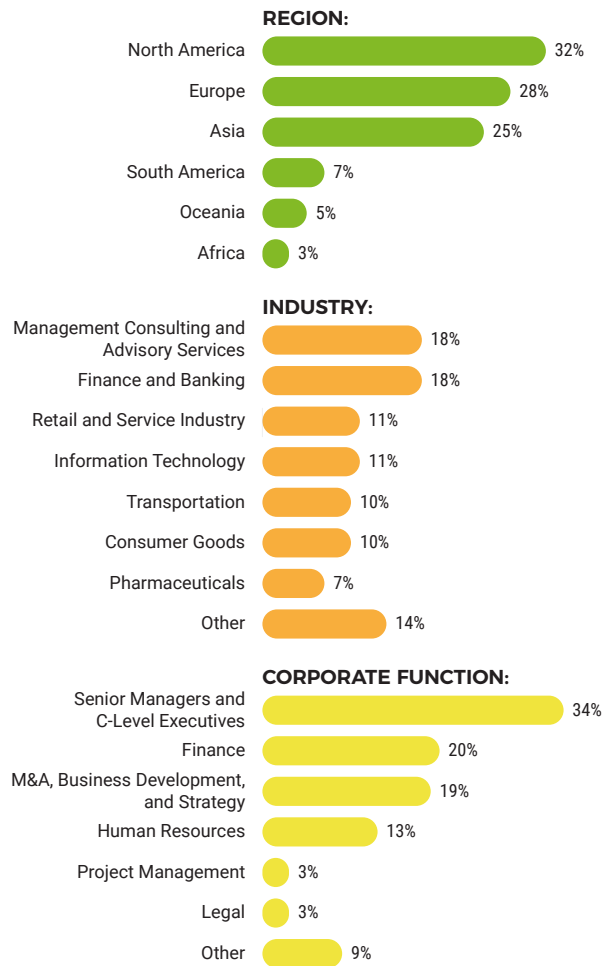
FROM OVER  
**70 COUNTRIES**

**#1 IN M&A  
EDUCATION**

*"I developed a thorough understanding of the steps involved in the deal making process, as well as, the key concerns involved—from pricing an acquisition target to post merger integration."*

—Jon Greco, Financial Analyst  
for ATCO Structures & Logistics

## PAST-PARTICIPANT BREAKDOWN



# VALUATION WITH PROF. DAMODARAN

## TRAININGS IN 2018

**Dubia:** 21 January

**Sri Lanka:** 22–23 January

**Warsaw:** 11–13 June

**Ho Chi Minh City:** 30–31 August

**Amsterdam:** 27–28 September



## COURSE OBJECTIVES

The objective of the training is to provide the fundamentals of each approach to valuation, together with limitations and caveats on the use of each, as well as extended examples of the application of each. At the end of the seminar, participants should be able to:

- » Value any kind of firm in any market, using discounted cash flow models (small and large, private and public)
- » Value a firm using multiples and comparable firms
- » Analyze and critique the use of multiples in valuation
- » Value “problem” firms, such as distressed companies or start-ups
- » Estimate the effect on value of restructuring a firm

## BIOGRAPHY

Prof. Aswath Damodaran is the Kerschner Family Chair Professor of Finance at the Stern School of Business at New York University. He received his MBA and PhD from the University of California at Los Angeles. He teaches the corporate finance and valuation courses in the MBA and executive programs. Being at NYU since 1986 he has received the Stern School of Business Excellence in Teaching Award. His research interests lie in valuation, portfolio management and applied corporate finance. He has published papers in the Journal of Financial and Quantitative Analysis, the Journal of Financial Economics and the Review of Financial Studies. He has published several books on valuation and corporate finance.



## MEMBER RESOURCES

A VALUE OF  
**OVER \$9000**  
IN M&A EBOOKS

In addition to the mandatory course materials of our programs, we also offer a wide range of complementary online resources related to M&A including e-books, journals, company profiles and industry/company reports. Our online library is accessible to all current charter holders and participants for both our online and on-site courses.

Access to all materials is included in our fees and available for current candidates in our programs, charter holders in good standing, as well as individual and corporate members.

### OUR ELIBRARY INCLUDES MORE THAN:

**138,000** eBooks & Monographs

**100** M&A, Finance, and PMI Relevant eBooks

**1,000,000** Company Information Records

**10,000** Case Studies

**7,000** Industry Reports

**1,800** Trade Journals and Business Magazines

**1,200** Country Economic Reports

ONE-YEAR ACCESS  
INCLUDED WITH  
ALL PROGRAMS

A range of books are included by renowned authors such as Aswath Damodaran, Patrick A. Gaughan, Christopher S. Harrison, Rober F. Bruner, Jeffrey C. Hooke, David Wessels, Marc H. Goedhart, Tim Koller, and many more.

# CONTACT US

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