



# M&A Integration courses 2019

21 & 22 February, Brussels

21 & 22 March, Brisbane

25 & 26 April, Basel

21 & 22 June, London

22 & 23 August, Beijing

19 & 20 September, Paris

21 & 22 November, Dubai

Held in a boardroom setting with a maximum of 14 participants, this course is designed for management teams leading the M&A integration, and covers the spectrum from strategy formulation to deal integration.

## Course Topics

### Day 1: Essential Elements of Integration Planning

#### Establishing the strategic framework

- Business goals & integration strategy
- Identifying value drivers
- Converting strategy to integration planning

#### Pre-signing elements

- Deal types
- About due diligence
- Synergy quantification and qualification
- Valuation

#### Transition Service Agreements

#### Defining the integration challenge

- Risk assessment and integration planning
- Resource requirements & guidelines
- Scorecards and metrics
- Collaboration essentials

#### Integration governance

- The leadership question
- Establishing integration governance
- IMO roles & responsibilities

### Day 2: Essential Elements of Integration Execution

#### Capturing value

- Facts based
- Cultural alignment
- Mobilizing the integration management office
- Tools and templates

#### Functional Workstream development

- Phasing and prioritization
- Turnkey events
- Communications
- Unique M&A scenarios

#### Building an internal competency

- Integration process optimization
- Integration playbooks

## Target Participants

Corporate leaders preparing for strategic acquisitions. Senior leaders in Corporate Development, Strategic Planning, Program Management, Finance, Legal, Operations, IT and HR

## Format

- 2 Day executive course
- highly interactive quiz mode
- Boardroom setting
- Maximum 14 participants
- Breakfast, lunch and snacks provided

## Includes

- Course materials (paper and electronic format)
- 8 hours personal coaching in the 90 days following the course
- integration readiness diagnostic tool

## Pricing\*

€3,450 £/3.975 CHF per attendee. €2,950 £/3.395 CHF per attendee if registered 30 days prior to course start, or for companies with 3 or more participants.

\*See cancellation policy

## Instructors

The session is delivered by senior Partners of Global PMI Partners, a professional services firm focused exclusively on M&A integration. Formed in 2010, Global PMI Partners has local operations across Europe, as well as international partners in the Americas, Asia, Nordics, and Canada. Our Partners are highly experienced and average 30 years of professional experience and have delivered 300+ post-merger integration projects.

## Cancellation Policy

Cancellations or deferrals must be submitted in writing more than 30 days before the program start date to receive a full refund less 10% processing fee. Due to program demand and the volume of pre-program preparation, cancellations or deferrals received less than 31 days before the program start date will be charged in full.



Contact Sheila Mayfield for more information and to enroll:  
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