

Valid from 2025.FS

Module description: Mergers & Acquisitions					
Module Code	w.BA.XX.WPM-MA.XX				
ECTS Credits	3				
Language of Instruction/Examination	English				
Module Description	M&As (Mergers and Acquisitions): Buying a company means making a big decision. In this module, students learn how to plan and carry out an acquisition project as well as how to plan and implement the integration of a target company after its purchase. Preparing and implementing a company acquisition requires many resources and skills. With the amount of financial and human resources employed, failure is not an option. The module covers the following topics: - Project phases and stakeholders of an acquisition project - Success factors and stumbling blocks of integration management - Using integration management for performance transformation Guest lecturers will share their transaction experiences with students.				
Organizational Unit	IFI Ltg.				
Module Coordinator	Alexandru-Septimiu Rif				
Deputy Module Coordinator	Mehdi Mostowfi				
Program and Specialization	<ul style="list-style-type: none"> • Business Administration - Specialization in Accounting, Controlling, Auditing • Business Administration - Specialization in Banking and Finance • Business Administration - Specialization in Banking and Finance (FLEX) • Business Administration - Specialization in Behavioral Design • Business Administration - Specialization in Economics and Politics • Business Administration - Specialization in Financial Management • Business Administration - Specialization in General Management • Business Administration - Specialization in General Management (Flex) • Business Administration - Specialization in Marketing • Business Administration - Specialization in Politics and Management • Business Administration - Specialization in Risk and Insurance • Business Information Technology - Specialization in Business Information Systems • Business Law • International Management 				
Legal Framework	Academic Regulations BSc dated 29.01.2009, for the degree programs in Business Administration, International Management, Business Information Technology, Business Law, Business Law and Applied Law, first adopted on 12.05.2009				
Module Category	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%;">Module Type</td> <td style="width: 50%;">Program Phase</td> </tr> <tr> <td>Compulsory Elective</td> <td>Main Study Period</td> </tr> </table>	Module Type	Program Phase	Compulsory Elective	Main Study Period
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Compulsory Elective	Main Study Period				
Prerequisite Knowledge	Strategic management, financial accounting, project management, and international business				
Contribution to Program Learning Objectives (by the concerned Module)	<ul style="list-style-type: none"> • Professional Competence • Methodological Competence • Social Competence • Self-Competence 				

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Contribution to Program Learning Objectives	<p>Professional Competence</p> <ul style="list-style-type: none"> • Knowing and Understanding Content of Theoretical and Practical Relevance • Apply, Analyze, and Synthesize Content of Theoretical and Practical Relevance • Evaluate Content of Theoretical and Practical Relevance <p>Methodological Competence</p> <ul style="list-style-type: none"> • Problem-Solving & Critical Thinking • Scientific Methodology • Work Methods, Techniques, and Procedures • Information Literacy • Creativity & Innovation <p>Social Competence</p> <ul style="list-style-type: none"> • Written Communication • Oral Communication • Teamwork & Conflict Management • Intercultural Insight & Ability to Change Perspective <p>Self-Competence</p> <ul style="list-style-type: none"> • Self-Management & Self-Reflection • Ethical & Social Responsibility • Learning & Change 		
Module Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> • know the basic terminology of mergers and acquisitions (M&As). • explain the interrelationship of the various stakeholders in an M&A transaction. • know the M&A process (project phases) and are able to explain and implement its steps in the context of various situations of companies. • apply various methods to evaluate companies. • are able to use purchase price allocation to determine the value of a company. • analyze an M&A process from different perspectives. • participate in discussions and presentations of case examples and studies, using the correct terminology, instruments, and methods. 		
Module Content	<ul style="list-style-type: none"> • An introduction to and the principles of M&A management • M&A process/project phases: Success factors and stumbling blocks • Company evaluation: Evaluation methods • Acquisition management: Strategic analysis phase and transaction phase • M&As: Success due to integration management / an integration module in five steps • Case study • New trend: Global transactions in specific industrial sectors 		
Links to other modules	<p>This module is linked to the following modules:</p> <ul style="list-style-type: none"> • w.BA.XX.1MASA.XX 		
Digital Learning Resources	<ul style="list-style-type: none"> • Teaching Videos 		
Methods of Instruction	<table border="0" style="width: 100%;"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> • Case Studies • Lecture • Interactive Instruction • Application Tasks • Project Work </td> <td style="vertical-align: top; border-left: 1px solid black; padding-left: 10px;"> <p>Social Settings Used:</p> <ul style="list-style-type: none"> • Group Work </td> </tr> </table>	<ul style="list-style-type: none"> • Case Studies • Lecture • Interactive Instruction • Application Tasks • Project Work 	<p>Social Settings Used:</p> <ul style="list-style-type: none"> • Group Work
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Type of Instruction		Classroom Instruction	Guided Self-Study	Autonomous Self-Study	
	Lecture	-	-		
	Large Class	28 h	20 h		
	Excercise	-	-		
	Small Class	-	-		
	Project Work	-	-		
	Group Instruction	-	-		
	Seminar	-	-		
	Practical Work	-	-		
	Seminar	-	-		
	Total	28 h	20 h	42 h	
Performance Assessment	End-of-module exam		Form	Length (min.)	Weighting
	-				
	Permitted Resources				
	Others	Assessment	Format	Length (min.)	Weighting
	Individual contribution to class discussions	Grade	Andere	0	20.00
	Talk/oral presentation	Grade	Gruppenarbeit	40	80.00
Classroom Attendance Requirement	Other Attendance is compulsory at guest lectures and student presentations.				
Compulsory Reading	<ul style="list-style-type: none"> Bergamin, S. & Braun, M. (2018). Mergers & Acquisitions: Integration and Transformation Management as the Gateway to Success. 1st edition. Cham: Springer. ISBN 978-3-319-60503-6. 				
Recommended Reading	<ul style="list-style-type: none"> Frankel, M. (2017). Mergers and Acquisitions Basics. 1st edition. New Jersey: Wiley. ISBN 9781119273479. 				
Comments					