

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	Institut für Financial Management (IFI)	
Module Coordinator	Alexandru-Septimiu Rif	
Deputy Module Coordinator	Mehdi Mostowfi	
Program and Specialization	<ul style="list-style-type: none"> Elective module (see module table) 	
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	Module Type Compulsory Elective	Program Phase 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 	
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 	

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Module Learning Objectives	Students... <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	This module is linked to the following modules: <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	<ul style="list-style-type: none">• Project Work• Application Tasks• Interactive Instruction• Case Studies• Lecture			Social Settings Used: <ul style="list-style-type: none">• Group Work																																																								
Type of Instruction	<table><tr><th></th><th>Classroom Instruction</th><th>Guided Self-Study</th><th colspan="2">Autonomous Self-Study</th></tr><tr><td>Lecture</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Large Class</td><td>28 h</td><td>20 h</td><td colspan="2"></td></tr><tr><td>Excercise</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Small Class</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Group Instruction</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Project Work</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Seminar</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Practical Work</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Seminar</td><td>-</td><td>-</td><td colspan="2"></td></tr><tr><td>Total</td><td>28 h</td><td>20 h</td><td colspan="2">42 h</td></tr></table>						Classroom Instruction	Guided Self-Study	Autonomous Self-Study		Lecture	-	-			Large Class	28 h	20 h			Excercise	-	-			Small Class	-	-			Group Instruction	-	-			Project Work	-	-			Seminar	-	-			Practical Work	-	-			Seminar	-	-			Total	28 h	20 h	42 h	
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Classroom Attendance Requirement	<p>Other</p> <p>Attendance is compulsory at guest lectures and student presentations.</p>
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	