

## DESCRIPTION OF ELECTIVE COURSE

<b>Name of the school :</b> Haute école de gestion de Genève	<b>Academic Year:</b> 2023-2024
--	------------------------------------

FIRST PART: DESCRIPTION OF MODULE	
<b>1. Domain</b>	Business and Services
<b>2. Department</b>	International Business Management
<b>3. Course name</b>	<b>Mergers and Acquisitions</b>
<b>4. Code</b>	31005
<b>5. Type of education</b>	<input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> DAS / CAS / single days
<b>6. Number of ECTS Credits</b>	<b>5</b>
<b>7. Prerequisites</b>	<input checked="" type="checkbox"/> Validation of the modules in semesters 1 and 2 <input checked="" type="checkbox"/> Attendance of the modules in semesters 3 and 4 for full-time students, and semesters 5 and 6 for part-time students
<b>8. Teaching language</b>	<input type="checkbox"/> French <input type="checkbox"/> German <input checked="" type="checkbox"/> English <input type="checkbox"/> Other : .....
<b>9. Objectives</b>	The main goal of the course is to apply on real cases and real-life examples Corporate Finance concepts and tools to M&A transactions, from both buy- and sell-side perspectives.
<b>10. Contents</b> (General themes and descriptions, the accurate content may change)	<ol style="list-style-type: none"> <li>1. The concept of value creation, when applied to M&amp;A deals</li> <li>2. The valuation process: purchase price allocation, transaction structure and value synergies for the buy-side, valuation of the business for the sell-side</li> <li>3. The due diligence process: how to assess risks for the bidder (financial, accounting and tax due diligence processes ; identification and mitigation of key transaction risks); how to prepare all relevant information for the target</li> <li>4. Price vs. valuation: how the due diligence will help determining the price; transformation of value into price</li> <li>5. The TO DOs and DO NOTs during the negotiation process (buy and sell sides)</li> <li>6. Buy-side: How to finance the transaction</li> <li>7. Case Study</li> </ol>

	Each element of the course will be illustrated with practical examples based on existing M&A transactions and a case study to be solved over the course in team work.
<b>11. Evaluation</b>	<p>The grading of the module shall be based on:</p> <ul style="list-style-type: none"> <li>• A written exam in week 16 of the semester; <b>and</b></li> <li>• Mid-term assessments during weeks 1 to 14 according to the decision of the instructor, when applicable.</li> </ul> <p>(The methods and weightings are communicated by the instructor before the evaluations)</p>
<b>12. Remediation/repetition</b>	<p><input checked="" type="checkbox"/> Compulsory remediation if the module grade is between 3.5 and 3.9 / 6. When subject to a remediation, only the grade of the remedial exam will be taken into account (maximum grade 4.0). A repeated module cannot benefit from a remedial exam.</p> <p><input type="checkbox"/> No remediation</p>
<b>13. Coordinator / main instructor</b>	Alain Le Berre
<b>SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN</b>	
<b>14. Level</b>	<p><input type="checkbox"/> Basic module</p> <p><input type="checkbox"/> Advanced module</p> <p><input checked="" type="checkbox"/> Specialized module</p> <p><input type="checkbox"/> Other: .....</p>
<b>15. Characteristics</b>	<input checked="" type="checkbox"/> Module is mandatory (which could lead to final dismissal from the program, cf. art.15, al.1, « Statut des étudiant-e-s bachelor »)
<b>16. Type</b>	<p><input checked="" type="checkbox"/> Main module</p> <p><input type="checkbox"/> Module linked to main module</p> <p><input type="checkbox"/> Optional module</p> <p><input type="checkbox"/> Other: .....</p>
<b>17. Time organization</b>	<p><input checked="" type="checkbox"/> Module over 1 semester      <input type="checkbox"/> Module over 2 semesters</p> <p><input type="checkbox"/> Spring semester      <input checked="" type="checkbox"/> Fall semester      <input type="checkbox"/> Other</p>