

# ANALYSIS LEVEL III: Acquisitions and Valuations

Acquisitions are becoming an increasingly common way for companies to expand and develop, so also for smaller businesses. Buying and selling companies have many advantages, but there are also many risks involved. Several different methods exist in order to make financial and legal assessments concerning companies in connection with acquisitions, among them company valuations and due diligence.

The transaction often has the structure of a defined and goal orientated project; the transaction process. The process starts off as just a thought and ends up as a merger but contains a number of different phases and tools. The course covers the actual course of events behind the acquisition and provides thorough insight into the different methods of analysis used, such as DCF-valuation and due diligence. Theory and presentations are mixed with exercises and discussions.

The course is aimed at managers, accountants, auditors, bank employees, consultants, accounting technicians, analysts, and others who come into contact with acquisitions through their work.

After completion of the course you will have improved your ability to understand and work with all the different aspects of acquisitions, such as understanding the transaction process and have in depth knowledge of the different elements; for example strategic analysis, company valuation, due diligence and the drafting of agreements.

## COURSE CONTENTS

- ▶ Why do companies buy other companies?
- ▶ What are the risks involved in acquisitions?
- ▶ The different parts of the transaction process
- ▶ Strategic analysis
- ▶ Company valuation
- ▶ Due diligence
- ▶ Letters of intent and purchase agreements
- ▶ Law relating to acquisitions
- ▶ Integration tasks and follow-ups

## SCOPE

3 days. Classes are in the daytime, 09.00-16.00.  
(The first day, however, starts at 10.00).

## CERTIFICATES

This course is part of FEI's Certificate in Analysis. Optional examinations are offered regularly throughout the year.

## FEES

FÖRETAGS  
EKONOMISKA

INSTITUTET

'88'

fei.se

COURSE DATES  
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