

Merger Week

Creating Value Through Strategic Acquisitions and Alliances

ACADEMIC DIRECTORS: Artur Raviv and Peter Walter

TOPIC OVERVIEW – LIVE VIRTUAL FORMAT

This live virtual program will be offered in half day sessions and will include regular breaks and significant interaction with faculty and other participants. All times are Central Time.

WEEK 1	DAY 1: Monday	DAY 2: Tuesday	DAY 3: Wednesday	DAY 4: Thursday	DAY 5: Friday
8:15–8:30am CT	Coffee Chat	Coffee Chat	Coffee Chat	Coffee Chat	Coffee Chat
Early Morning	8:30am – 9:30am CT Introduction Raviv and Walter	8:30am – 10:00am CT Assessing Strategic Fit Walter	8:30am – 10:30am CT Valuation Methods Raviv	8:30am – 10:45am CT Legal Structuring Considerations for M&A Barack	8:30am – 10:00am CT Creating Value via Negotiations Brett
Mid-Morning	9:45am – 12:15pm CT Valuation Techniques Review Raviv	10:15am – 11:30am CT Role of Strategic Due Diligence in the Acquisition Process Walter			10:15am – 1:30pm CT Role of Financial Disclosures and Tax Strategies Lys
Late Morning		11:45am – 2:00pm CT Promise of Strategic Alliances Zajac	10:45am – 1:15pm CT Assessing Risk in M&A Transactions Raviv	11:00am – 1:15pm CT Texoil Intro, Prep, and Negotiations Brett	
Early Afternoon	12:30pm – 1:45pm Mergers and Shareholder Value Walter				
Afternoon	1:45pm – 2:00pm CT Office Hours (optional)	2:00pm – 2:15pm CT Office Hours (optional)	1:15pm – 1:30pm CT Office Hours (optional)	1:15pm – 1:30pm CT Office Hours (optional)	
WEEK 2	DAY 6: Monday	DAY 7: Tuesday	DAY 8: Wednesday	DAY 9: Thursday	DAY 10: Friday
8:15–8:30am CT	Coffee Chat	Coffee Chat	Coffee Chat	Coffee Chat	Coffee Chat
Early Morning	8:30am – 11:45am CT International M&A Rebelo	8:30am – 10:00am CT Decision Making in a Merger Context Nordgren	8:30am – 11:00am CT Acquisition Strategy and Financing Decisions Raviv	8:30am – 10:45am CT Dynamics of Post-Merger Integrations <i>Tata Tea Ltd. (A)</i> Shapiro	8:30am – 9:45am CT M&A Market Trends and the Role of Advisors Kochman
Mid-Morning		10:15am – 11:45am CT Study Groups <i>Bay Tree Case</i> Horsley			11:15am – 12:30pm CT Bay Tree Case Wrap-up Brett and Horsley
Late Morning			12:00pm – 1:30pm CT Study Groups <i>Bay Tree Case</i> Horsley	12:45pm – 2:15pm CT Key Success Factors to M&A Malina	
Early Afternoon	1:30pm – 1:45pm CT Office Hours (optional)	1:15pm – 1:30pm CT Office Hours (optional)	2:15pm – 2:30pm CT Office Hours (optional)	1:15pm – 1:30pm CT Office Hours (optional)	12:45pm – 1:00pm CT Office Hours (optional)

Learn more and apply:
kell.gg/kxmweek

Consult with an Advisor:
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