

Management
Development
Programme

Mergers,
Acquisitions and
Corporate
Restructuring



Indian Institute of Management
Tiruchirappalli

Date

January 17-19, 2018

Programme Director

Prof. Bipin Kumar Dixit

Venue

Chennai Centre of IIM Trichy

Introduction

There are lot many M&A deals happening throughout the world. In last two decades, we have seen significant rise in M&A deals in emerging countries such as India. This course covers all the aspects of mergers and acquisitions (i.e. valuation, integration, and negotiation etc.) required to complete an M&A deal. This course focuses on the practice of mergers and acquisitions (M&A) and corporate restructuring. It will cover the process and nitty-gritty of M&A. It will also deal with M&A valuation and other corporate finance issues in M&A. The course is divided into two discrete sections: (1) Developing an in-depth understanding of how and when to apply the appropriate tools and skills to successfully complete a transaction and (2) the application of concepts to solve “real” world business problems.

Profile of Expected Participants

The programme is designed for the executives pursuing or interested to pursue their careers in any field which requires some aspects of mergers & acquisitions, corporate restructuring and negotiation.

Course Content

- M&A Process:Building the Business Plan & M&A Implementation Plan
- Post-closing Integration
- Primers on M&A Cash Flow Valuation
- Applying Relative, Real-Option Valuation and Financial Models in M&A
- Acquisition of Private Firms
- Deal Structuring and Financing
- Business Alliances and Other Types of Restructuring

Programme Director

Prof. Bipin Kumar Dixit is an Assistant Professor in the Finance and Accounting Area at IIM Trichy. He is Fellow (Ph D) of Indian Institute of Management Bangalore. He also holds an M Tech from Indian Institute of Technology Kharagpur. He has received the NSE Award for the best thesis in Financial Economics for the year 2015 by the Indian Economic Association. His research has been awarded the research grant by NSE-IGIDR Corporate Governance Research Initiative. He has presented his research at leading academic conferences. He was an invited speaker in the National Confer-

How to Enroll

Enrolment form for nomination or participation can be downloaded from the 'Executive Education' of our website, http://iimtrichy.ac.in/images/MDP_Enrollment.pdf. Kindly fill in this form mentioning full details of the participant(s), sponsoring organization, and the payment particulars. The filled in form along with the Demand Draft need to reach the EEC Office well in advance before the commencement of the programme. In case of online payment, the filled in form may be scanned and e-mailed to us.

The programme fees can be paid in any one of these two ways:

- Demand Draft drawn in favour of **Indian Institute of Management Tiruchirappalli** payable at Trichy.
- Electronic Fund Transfer through NEFT/RTGS for which Account details of our Institute are given below.

Bank A/C No: 32170820601

Name of the Bank: SBI

Name of the Branch: NITT Branch, NIT Campus, Tiruchirappalli

Bank Branch Code : 01617 IFSC No: SBIN0001617 MICR No: 620002009

In case of online payment, kindly intimate the EEC office with the relevant transaction details through email, so that we can connect your remittance to your nomination.

Please note that the confirmation of participation will be provided only on receipt of programme fees by EEC office.

You are encouraged to send in your nominations at least 3 weeks prior to the commencement of the programme. However, we accept nominations up to 2 weeks before the start of an MDP, subject to seat availability.

Please Note:

All enrolments are subject to review and approval by the Programme Director. Joining Instructions will be sent to the selected candidates 10 days before the programme commences. **Kindly finalise your travel plans only after you receive from IIM Trichy confirmation of your nomination.**

Our correspondence address is as follows:

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