THE ART of M&A
Executive Training Workshops in Destination Cities
for Company Executives and Mergers & Acquisitions Professionals
COURSE OFFERINGS

The Art of M&A Integration [3 DAYS]
This workshop shares lessons learned and best practices by practitioners and experts of mergers and acquisitions. Employing peer interaction and experience sharing, the critical areas of integration effectiveness, from strategy and readiness through pre-close and post-close, are the focus. Tools, frameworks, processes and key action items for more effectively planning and executing M&A integrations are provided. Join the 1,000+ executives and managers who’ve attended M&A Leadership Council courses to build their skills sets and expertise.

Some of the Topics Covered: Integration Life Cycle | Bridging from Due Diligence | Strategy & Readiness | Change and Comms | Culture | Legal | HR | Information Technology

The Art of M&A Due Diligence [3 DAYS]
This program is focused on training those who will be responsible for planning and conducting the due diligence on the target company. Typically companies do a competent job on the legal and financial due diligence, however, it is assessing the operations fit and value realization of the acquisition where companies need guidance. Key to this program is the focus on the bridge to integration and applying nuance material, tools, and best practices introduced.

Some of the Topics Covered: Financial, Operations, Models | Diligence Mgmt Office | HR | Business Fit & Value Assessment | Valuation | Seller Dynamics | Bridge to Integration | Legal

The Art of M&A Program Management [2 DAYS]
Experience a hands-on, tactical curriculum for Integration Program and Project Managers who are tasked with delivering financial and operational program results in the challenging environments of mergers, acquisitions, joint ventures and divestitures. Attendees learn the “technical nuts and bolts” of managing the life cycle of the integration, complete with blueprints, tools and techniques for success. This seminar aligns with the Project Management Institute’s Program and Project Management approaches to complex program management.

Some of the topics covered: Key Deliverables by Phase | Governance, Resourcing | Budgeting, Financial Management | KPIs and CSFs | Quality Assurance | Smart Tools

The Art of M&A for HR Leaders [2 DAYS]
Research over many years has consistently demonstrated that the toughest challenges to creating value during transactions involve engagement, selection and retention of talent, organizational cultures and leading employees through change. Resolution of these challenges is powerfully influenced by the actions of leaders. This program for senior leaders and HR professionals who advise them will lay the foundation for leading critical actions in each deal phase to capture deal value through people.

Some of the topics covered: Objectives by Deal Phase | HR Due Diligence | Total Rewards | Organizational Culture, Change | Talent Retention and Selection | People Analytics
Alumni Companies
The M&A Leadership Council has trained over 1,000 participants, including attendees from the following companies:

Who Should Attend
We welcome CEOs, CFOs, CIOs, CTOs, Business Development Officers and Integration Leaders of companies growing by acquisitions.

Our Presenters
Our presenters are subject matter experts with years of real-world experience, currently facilitating M&As through consulting partnerships and positions in Fortune 500 firms.

Representative Presenters
Regine Corrado - Partner
Baker & McKenzie
Attorney - Cross-Border M&A Focus

Mark Herndon - President
M&A Partners
Executive, Author - M&A Integration

Jim Jeffries - Chairman
M&A Leadership Council
Best Practices, Software Solutions

Kelly Karger - Senior Consultant
Willis Towers Watson
Executive - Retirement, Benefits

Jim McKay - Director
Willis Towers Watson
Executive - Human Capital in M&A

Jack Prouty - President
M&A Leadership Council
Former Head, KPMG Integration

Doug Schrock - Partner
Crowe Horwath
Executive - Ops, Development

John Sinkus - Senior Advisor
M&A Partners
Executive - IT Strategy, Integration

Carole Spink - Partner
Baker & McKenzie
Attorney - Global Employment

See our website for full bios and a complete listing of presenters

Pricing
There are discounts available for early bird registration, alumni of our workshops, and for teammates of 3 or more attending the same event.

Program Venues
Our training seminars take place at exclusive resorts and hotels in destination cities across the country. We block a number of guest rooms at special group rates and invite our attendees to reserve a space.

Accreditation
All of our training programs earn CPE and CMAS credits, and are endorsed by the Board of M&A Standards.

Register Online Today
Visit our website or call our office for more information:
214.689.3800
macouncil.org/training-calendar