

AMA'S COURSE ON MERGERS AND ACQUISITIONS

You'll cover all the crucial elements that can make or break a merger or acquisition...“preview” the types of problems you're likely to encounter...and learn how to avoid the common pitfalls in mergers and acquisitions.

Seminar #1521

Overview

Thousands of executives achieved the M & A negotiation edge they needed right here! A briskly-paced blend of practice, information-sharing, networking and financial/managerial techniques will enable you to anticipate problems you're likely to encounter throughout the M&A process. Learn from top experts at this dynamic seminar.

Schedule

- [3] days
- [3] days - \$4,395 Non Members
- [3] days - \$3,995 AMA Members
- [3] days - \$3,421 GSA

Credits

21 CPE /1.8 CEU /23.4 CCM

Schedule

We have 6 scheduled sessions located nationwide starting between 6/27/2012 - 12/3/2012

Date	Location	Duration
Jun 27, 2012 - Jun 29, 2012	Hilton Head Is, SC	3 Days
Aug 15, 2012 - Aug 17, 2012	Arlington/Washington DC, DC	3 Days
Sep 10, 2012 - Sep 12, 2012	San Francisco, CA	3 Days
Oct 24, 2012 - Oct 26, 2012	Atlanta, GA	3 Days
Nov 7, 2012 - Nov 9, 2012	Chicago, IL	3 Days
Dec 3, 2012 - Dec 5, 2012	New York, NY	3 Days

Registering more than 4 people, please call 1-877-566-9441.

How You Will Benefit

- Screen candidates and identify bona fide prospects
- Evaluate synergies and how much a company is really worth
- Weigh legal, tax and accounting implications of mergers and acquisitions
- Set appropriate offering prices
- Structure the best deal and negotiate to your advantage

What You Will Cover

- The rationale for diversification strategies
- Organizing the mergers and acquisitions function
- The search, screening and evaluation process
- Financial analysis
- Accounting, antitrust, tax and legal aspects
- Negotiating techniques
- Analyzing the acquisition contract
- Conducting due diligence

Who Should Attend

Top-level management, including CEOs and CFOs, owners of companies, presidents, vice presidents of finance, treasurers, controllers, corporate planning directors, financial planners and analysts, directors of new business development, directors of mergers and acquisitions and accountants.

Ways to Register

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email customerservice@amanet.org
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)