

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that--our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/1521](http://www.amanet.org/1521)

## 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.**

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.

### 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.

### Schedule

## Schedule

- [3] days - \$4,395 Non Members
- [3] days - \$3,995 AMA Members
- [3] days - \$3,784 GSA

## Credits

23.4 CCM/1.8 CEU/23.4 FPA

21 CPE

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