Certificate in Mergers and Acquisitions

Welcome to

Mergers and Acquisitions

Earn 12 PD Hours

The certificate in mergers and acquisitions is a comprehensive course designed for professionals looking to deepen their understanding of the complexities of the mergers and acquisitions landscape.

This certificate explains the acquisition and divestiture process from beginning to end. The presentation begins with a discussion of pre-transaction planning and strategy, from both a buyer's and seller's perspective. The presentation then moves to finding the right buyer or seller and the documentation that flows between the parties as part of the information exchange and due diligence. It covers valuation from an mergers and acquisitions perspective, including deal structuring and financing considerations, and then concludes with a discussion on mergers and acquisitions negotiating strategies and the reasons that deals sometimes fail to close.

Topics Include:

- Introduction to Mergers and Acquisitions
- Valuation and Financial Analysis
- Due Diligence and Compliance
- Deal Structuring and Negotiation Tactics
- Integration and Post-Merger Management

Delivery Methods:

Virtual Instructor Led Learning

Key Takeaways

On completion of this program, participants will:

- Acquire in-depth knowledge of the Mergers and Acquisitions process.
- Understand the legal and financial frameworks involved.
- Develop strategic skills for successful deal structuring and negotiation.
- Gain insights into post-merger integration and organizational dynamics.
- Learn from real-world case studies and industry experts.

Who Will Benefit

Practitioners who want to advise their clients on business sales and acquisitions, and executives who are part of their company's mergers and acquisitions team.

Earn a Digital Badge

Our new collection of digital badges can be earned through the completion of any of our certificate programs offered in our professional development catalogue. Collect these digital badges to add to your website, social profiles, email signature and more. These badges are an easy way to visually communicate your skills and accomplishments to your peers and network. Digital badges will be awarded based on course completion requirements.

Attendance Requirements

To earn your CPD hours and Digital Badge you must attend 2 of 3 live sessions. We understand that sometimes unplanned absences happen. Please reach out to our Operations Team if you're unable to attend a session as scheduled.

Certificate Outline

Please note session topic distribution may change depending on course delivery method.

Day 1

Introduction to Mergers and Acquisitions

- M&A valuation methodologies.
- Preparing a pitch book.
- The M&A process.

Valuation and Financial Analysis

- Target company analysis.
- Quality of earnings analysis.

Day 2

Due Diligence and Compliance

- Pre-transaction planning.
- Identifying prospective buyers and sellers.
- Preparing a teaser and confidential information memorandum.

Deal Structuring and Negotiation Tactics

- Deal structuring.
- Transaction financing.
- Negotiating the letter of intent.
- Due diligence streams.

Day 3

Integration and Post-Merger Management

- The purchase and sale agreement and related agreements.
- Take-private transactions.
- Closing the transaction.
- Post-closing integration.

ABOUT YOUR INSTRUCTOR

Howard E. Johnson

Dr. Howard E. Johnson, DBA, FCPA, FCA, FCMA, FCBV, CPA, CFA, ASA, CF, C.Dir, is a Managing Director with Kroll Corporate Finance in Toronto. For over 25 years, Howard has been advising business owners and executives on business valuation, acquisitions, divestitures and financing. Howard often serves as an expert witness on complex valuation matters before the courts and he has been recognized as one of Canada's leading experts in corporate tax matters by Who's Who Legal. Howard is the author of several books on the subjects of business valuation and corporate finance, including Business Valuation in Canada (CPA Canada, 2021).

Testimonials

The course provided extensive information from both a strategic perspective and an operational perspective. Solid practical information was included.

Karen
CPA

Have Questions? Speak to an Advisor.

To speak to one of our advisors, please fill out this form.

Need Approval to Attend?

If you need approval to attend the session, please fill out the Employer Request Letter.

CPA ONTARIO