

professional development portfolio

Due Diligence in Mergers and Acquisitions

Buying and selling a business can be a very risky step to undertake, with about half of all transactions failing to reach completion. Carrying out proper due diligence is the most effective way to reduce that risk, and to improve your chances of successful integration. Due diligence can also help businesses add value to their new acquisitions. It helps business make better development decisions, as well as simply checking things out. Those new to the complex area of due diligence will need to learn quickly about what to look out for and what to avoid. Unprepared managers can be sucked along by the process and end up being disappointed or even out of a job!

Due Diligence in Mergers and Acquisitions enables the learner to:

- Master the practical steps of due diligence, including how to get the best out of the process through planning and selecting the right advisers
- Recognise the importance of integration, how to avoid common pitfalls and the subsequent failure of acquisitions
- Identify and quantify potential problems and liabilities
- Understand potential problems with cross-border due diligence and create a strategy to cope with these



Learning outcomes

Why due diligence?

- What is due diligence?
- How is due diligence useful?
- What is valuation?
- How do due diligence and valuation interlink?

Structuring and managing due diligence

- When do you begin due diligence?
- What are you looking for?
- What is cross border due diligence?
- How do you plan due diligence?
- How do you deal with issues and obstacles?
- Who can help you?

Due diligence disciplines

- What is financial due diligence?
- What is legal due diligence?
- What is commercial due diligence?
- Are there any other due diligence disciplines?

Due diligence and integration

- Why is the integration of acquired business so important?
- What are the common pitfalls?
- How can you use due diligence to plan for the integration of the business?

Sellers of business

- What can sellers expect from the due diligence process?
- What are potential purchasers looking for?
- What are the differences between trade and private equity buyers?
- What are data rooms?
- How do you balance confidentiality with the need to sell the business?

Target audience

Professionals needing to master the practical steps of due diligence.

Additional services

Tailoring: include your examples and issues.

See also: *Activity Based Management, Business Performance Management, Key Performance Indicators, Managing Through a Recession*