

Course Code	MB18FM 05	Course Name	Mergers Acquisitions and Corporate Restructuring	Course Category	Specialization Course			
					L	T	P	C
					2	0	2	3

Pre-requisite Courses	Nil	Co-requisite Courses		Progressive Courses	Corporate Finance			
Course Offering Department	MBA		Data Book / Codes/Standards					

Course Learning Rationale (CLR):	The purpose of learning this course is to:	Learning	Program Learning Outcomes (PLO)					
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CLR-1 :	A Management Student should know basics on the mergers, acquisitions, their types and advantages of mergers	1	2	3	1	2	3	4	5	6
CLR-2 :	A basic understanding of strategic approaches to mergers and how it influence the business is required.									
CLR-3 :	Corporate restructuring is one of the key factor in renovating a business. The student should know the reasons for business failures and how mergers, joint ventures or takeovers and corporate restructuring helps to rebuilt the company									
CLR-4 :	Understanding and knowing the various process of mergers and takeovers.									
CLR-5 :	A Management graduate should know how to value a firm in case of mergers and how to calculate the swap ratio of exchange of shares. On completion of this course the students should be in a position to exhibit the following learning skills:									
Course Learning Outcomes (CLO):	<i>At the end of this course, learners will be able to:</i>	<i>Level of Thinking (Bloom)</i>	<i>Expected Proficiency (%)</i>	<i>Expected Attainment (%)</i>	PO1- Business Environment and Domain Knowledge	PO2 - Critical Thinking Business Analysis, Problem solving and Innovation	PO3 - Global Exposure and cross cultural understanding	PO4 – Social Responsiveness and Ethics	PO5 – Effective Communication	PO6 – Leadership and Team Work
CLO-1	To enable a basic understanding of domestic and cross border mergers and acquisitions	1	60	50	M	H	H	M	L	M
CLO-2	To explore the strategic angle of m and a in the background of both business and product life cycle	1	50	70	L	H	L	L	M	M
CLO-3	To examine the rationale and methods of corporate restructure	2	80	75	M	H	L	L	M	M
CLO-4	To grasp the process of mergers and acquisitions including a good understanding of the due diligence process	2	80	70	M	H	M	L	M	M
CLO-5	To evaluate the various approaches to valuation and price negotiation in the merger and acquisition process	3	90	80	M	H	H	L	M	M

Duration (hour)		6	6	6	6	6
S-1	SLO-1	Introduction to Mergers	Strategic perspective of Mergers	Business Failures and different methods of restructuring	Merger Process	Valuation - Different approaches
	SLO-2	Meaning, definition and advantages of Mergers			Dynamics of M&A process	
S-2	SLO-1	Motives of Mergers	Influence of industry life cycle on mergers	Joint ventures	Target Identification and deal closing.	Discounted cash flow valuation – Simple Problems.
	SLO-2	Acquisitions – Meaning, Definition		Sell off and Spin off		
S-3	SLO-1	Importance of Acquisitions	Influence of product life cycle on mergers	Divestitures	Five-stage model	Relative valuation and valuing operating and financial synergy – Simple Problems
	SLO-2	Advantages of Acquisitions		Equity Carve Out	Due diligence	
S-4	SLO-1	Types of Mergers	Strategic Approaches to M & A	Leveraged Buy Outs (LBO)	Due diligence	Valuing corporate control – valuing of LBO Methods of financing mergers – Simple Problems
	SLO-2			Management buy outs	Process of merger integration	
S-5	SLO-1	Managerial synergies of mergers	SWOT analysis	Master Partnerships	Process of merger integration	Cash offer and share exchange ratio (SWAP) – Simple Problems
	SLO-2	Problems in mergers	BCG matrix	Employee Ownership (ESOP)	Stock Plans organizational and human aspects	
S-6	SLO-1	Internal and External factors that influences merger	Porters five forces model	Revision	Managerial Challenges of M & A	Mergers as a capital budgeting decision.
	SLO-2		Revision	Revision		

Learning Resources	<ol style="list-style-type: none"> 1. Mergers, Acquisitions, and Corporate Restructurings, 6ed by Patrick A Gaughan reprint 2017 2. Mergers & Acquisitions and Corporate Valuation (DT–Management Textbooks) – 2015 by by Manu Sharma 3. Mergers, Acquisitions and Corporate Restructuring 1st Edition by Chandrashekar Krishnamurti. SAGE Publications Pvt. Ltd; 1 edition (February 6, 2008) 4. Mergers, Acquisitions, and Other Restructuring Activities, Ninth Edition: An Integrated Approach to Process, Tools, Cases, and Solutions 9th Edition by Donald DePamphilis –2017
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Learning Assessment											
	Bloom's Level of Thinking	Continuous Learning Assessment (50% weightage)								Final Examination (50% weightage)	
		CLA – 1 (10%)		CLA – 2 (15%)		CLA – 3 (15%)		CLA – 4 (10%)		Theory	Practice
		Theory	Practice	Theory	Practice	Theory	Practice	Theory	Practice		
Level 1	Remember	15	15	20	20	15	15	15	15	15	15
	Understand										
Level 2	Apply	20	20	15	15	15	15	20	20	20	20
	Analyze										
Level 3	Evaluate	15	15	15	15	20	20	15	15	15	15
	Create										
Total		100 %		100 %		100 %		100 %		100 %	

CLA – 4 can be from any combination of these: Assignments, Seminars, Tech Talks, Mini-Projects, Case-Studies, Self-Study, MOOCs, Certifications, Conference Paper, etc.

Course Designers		
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