TEACHING GUIDE - 2026-2027

Mergers & Acquisitions

UGRA_006636

Departments	Department of Economics, Finance & Accounting
Teaching Languages	English
ECTS	4
Teacher responsible	Santiago Simón del Burgo - santiago.simon@esade.edu

Prerequisits

Basic Corporate Finance

Description

Course contribution to program

This course is designed to give participants an introduction to the complex world of strategic alliances seen as an integrated process rather than watertight compartments of finance, business policy and human resources. By the end of the course, participants should have grasped the complexity of such operations and be well aware of the risks they entail: more than 50% of operations generate no profit for shareholders. They should also have learnt how to increase the success factor of the operations they take part in.

Short description

At the end of the course, students should:

1
be familiar with the mergers and acquisitions and should be able to analyze, plan and implement M&A strategies and tactics
2
understand and apply some major M&A concepts, such as company valuation, synergy calculations, negotiation and deal closing, post-acquisition , integration, etc.
3
be able to analyze an M&A operation, perceive the potential dangers and be able to reduce the rate of failure in such operations.

Content

#	Topic
1	1. Introduction to mergers and acquisitions 2. Acquisition process 3. Post-acquisition 4. Value creation through acquisitions 5. Management buyouts 6. Private equity and venture capital 7. Acquisition of listed companies 8. Stock market flotation

Assessment

Tool	Assessment tool	Category	Weight %
Attendance and punctuality	Class Participation	Retake and ordinary round	10.00%
Group project	Group assignments	Retake and ordinary round	40.00%
Written and/or oral exams	Final Exam	Retake and ordinary round	50.00%

PROGRAMS

AI26-Exchange Program Bachelor in Business and Artificial Intelligence (Undergraduates: Business)
- AI26 Year 1 (Optative)

B13-Exchange Program Bachelor of Business Administration (BBA) (Undergraduates: Business)
- B13 Year 1 (Optative)

B13S-Exchange Program Bachelor of Business Administration (BBA) (Undergraduates: Business)
- B13S Year 1 (Optative)

BBA20-Bachelor of Business Administration (BBA) (Undergraduates: Business)
- BBA20 Year 3 (Optative)
- BBA20 Year 4 (Optative)

BBA23-Bachelor of Business Administration (BBA) (Undergraduates: Business)
- BBA23 Year 4 (Optative)
- BBA23 Year 3 (Optative)

BBA25-Bachelor of Business Administration (BBA) (Undergraduates: Business)
- BBA25 Year 3 (Optative)
- BBA25 Year 1 (Optative)

DBAI23-Double Degree in Business Administration and Artificial Intelligence for Business (Undergraduates: Business)
- DBAI23 Year 3 (Optative)
- DBAI23 Year 4 (Optative)

GBD20-Double Degree in Business Administration and Law (Undergraduates: Law)
- GBD20 Year 3 (Optative)
- GBD20 Year 4 (Optative)

GBD23-Double Degree in Business Administration and Law (Undergraduates: Law)
- GBD23 Year 3 (Optative)
- GBD23 Year 4 (Optative)

TUM23-TUM Entrepreneurship Exchange Programme (Undergraduates: Business)
- TUM23 Year 1 (Optative)