

<b>Module EC1: Acquisition Management</b>				<b>Study programme</b>	MBA english
<b>Modul type:</b>	<b>ECTS-Points:</b>	<b>Workload:</b>	<b>Study stage:</b>	<b>Module duration:</b>	
Elective	1	30	3rd or 4th	4 sessions	
<b>Course(s):</b>			<b>Contact hours:</b>	<b>Independent study hours:</b>	<b>Planned group-size (max.):</b>
Course: Acquisition Management			16	14	15
<b>Intended Learning Outcomes:</b>					
<p>Students are after this elective capable</p> <ul style="list-style-type: none"> <li>- to assign the strategic motives for acquisition activities to the different forms of acquisitions (Vertical, horizontal, lateral),</li> <li>- to explain the details of a share deal and an asset deal,</li> <li>- to understand the essentials of the different phases of the acquisition process (Strategic testing, due diligence, valuation, integration) with a focus on the valuation of the acquisition object.</li> <li>- to assign the adequate valuation approach to the corresponding acquisition occasion.</li> <li>- to discuss the success factors of acquisitions and reasons for acquisition flops.</li> <li>-</li> </ul>					
<b>Description / Content:</b>					
<p>The course starts with a discussion of the motives for acquisitions in their different forms: Horizontal, vertical, lateral. This is followed by an explanation of the differences between a share deal and an asset deal and of the ways of acquiring the acquisition object. The center point of the course is the acquisition process and its single phases: The finding of the object, test of strategic fit, due diligence, valuation (Practiced in a role play, dealing with the acquisition of a foreign pharmaceutical company), closing the deal and integration. The course is closed by a discussion of the success factors of acquisitions, especially in the integration phase.</p>					
<b>References:</b>					
M. McGrath: Practical M&A Execution and Integration, John Wiley & Sons 2011					
<b>Language:</b>					
Course is taught in English.					
<b>Teaching methods:</b>					
Lecture, discussion and experience based sessions, group work, case studies, role play, self-study.					

<b>Module applicability:</b>
MBA „General Management“ - english
<b>Pre-requisites/Requirements:</b>
Admission to the MBA programme “General Management” - english
<b>Examination Types:</b>
Written examination (homework paper).
<b>Requirement for award of ECTS-points:</b>
Successful participation in the exam.
<b>Course availability:</b>
Annually
<b>Assessment:</b>
The exam of this module counts for 4,5 per cent of the final examination
<b>Modul convenor and main lecturer:</b>
Prof. Dr. Klaus-Peter Franz
<b>Further information:</b>
Material for the courses will be provided online before the course starts.
<b>Module Version:</b>
Aug. 5 <sup>th</sup> 2014