



Columbia Business School
AT THE VERY CENTER OF BUSINESS™

&



**First Finance
Institute**

| EXECUTIVE EDUCATION

FORWARD. TOGETHER.

M&A @ Columbia Business School

Executive Online Certificate Program

Introduction

Learn the inner workings of mergers and acquisitions with Columbia Business School Executive Education

Have a baseline set of knowledge of the **strategy, execution, legal components, and risks involved** in mergers and acquisitions. Possess a deep understanding of this undeniable major force in today's corporate landscape, whether you are an M&A practitioner or not.

Earn the benchmark certificate in M&A issued by Columbia Business School Executive Education, member of the Ivy League, as a powerful and verifiable proof of your new competences in today's job market.



How is it structured?

An 8-week online course allowing participants to work at their own pace while exchanging with and working in an international community.

The M&A @ Columbia Business School is a 8 weeks online course. Instructional learning through the first 7 weeks, and a major case study on week 8 to put your knowledge to practical use.

The M&A certificate is awarded by Columbia Business School Executive Education upon passing the 1-hour final exam. The exam may be taken in any Pearson VUE center around the world, in 150 countries.



The Faculty



Prof. Donna Hitscherich

Senior lecturer of Finance, director of the Private Equity Program, and a Bernstein Faculty Leader at the Sanford C. Bernstein & Co. Center for Leadership and Ethics at Columbia Business School.

Professor Hitscherich's courses include Business Law, Corporate Finance, and Mergers and Acquisitions. She has been nominated for the Dean's Award for Innovation in the MBA curriculum and is a five-time recipient of the Executive MBA Commitment to Excellence Award.

Previously Professor Hitscherich had a career in investment banking, holding positions at CS First Boston, J.P. Morgan & Co. Inc., and Bank of America Securities. At J.P. Morgan, she helped found the takeover defense team and served as a senior member of the advisory review committee, which was responsible for all of the company's M&A fairness opinions. Prior to her investment banking career, Professor Hitscherich was a corporate lawyer at Skadden, Arps, Slate, Meagher & Flom.



The Learning Experience

M&A @ Columbia Business School is designed to allow executives to improve their skills without interrupting their career.

- 1 - **New resources and assets are proposed every week.**
 - Work at your own pace, see the videos as many time as you like.
 - Do the quizzes and ask (and answer!) questions in the forum, exchange with peers, teaching assistants and the faculty.
 - Engage in live office hours sessions with Columbia faculty in our virtual classroom.
- 2 - Put what you've learned in practice with the **Case Study**, at the end of the course.
We do encourage work groups and exchanges between students.
- 3 - At the end of the program, prepare for the **Final Exam**.
60 questions that you have to answer in one hour, at a Pearson VUE center of your choice.



Syllabus - Overview

Week 1: Introduction to M&A

Will an M&A transaction add value?
What does the M&A process look like?

Week 2: Strategic & Practical Considerations

Screening for candidates
Interloper analysis

Week 3: Valuation

The Perpetuity model
The DCF model

Week 4: Deal Math

Merger consequences analysis
Present value of future stock prices

Week 5: Due Diligence

Liability exposure
Financial, legal and operations considerations

Week 6: Merger Agreements & Sell-Side Alternatives

Merger agreement vs. SPAS
The divestiture process

Week 7: Takeover Defense & Financial Perspectives

Friendly vs. Hostile deals
Poison pills



Earn this Certificate

Earning this certificate means:
Mastering the key concepts and tools of mergers and acquisitions.
Ensuring peer and industry recognition.



COLUMBIA BUSINESS SCHOOL EXECUTIVE EDUCATION

hereby recognizes that

Participant Name

has attended and completed:

M&A @ Columbia Business School

Executive Online Certificate Program

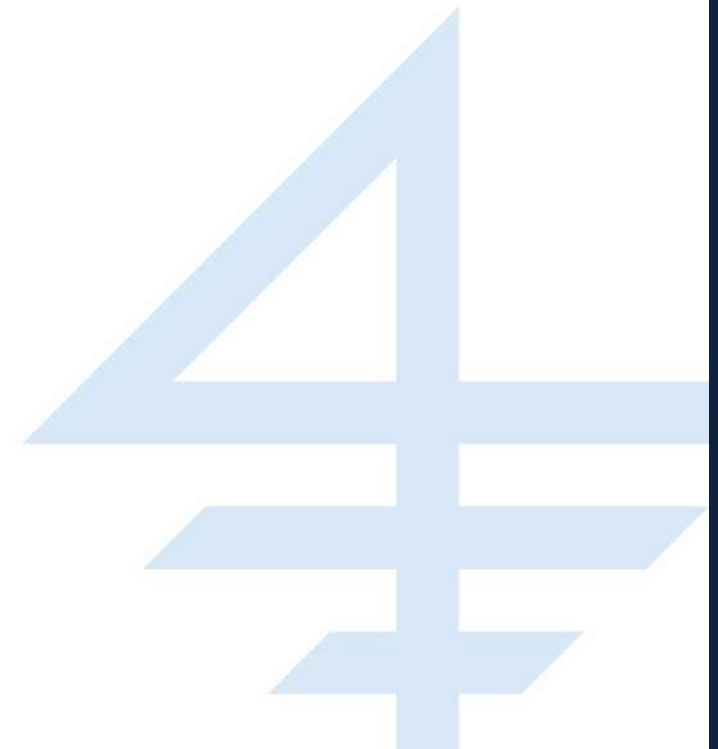
April 1, 2019 - May 26, 2019

A handwritten signature in black ink, reading 'Janet J. Horan'.

Janet Horan
Vice Dean of Administration and
Chief Operating Officer
Columbia Business School

A handwritten signature in black ink, reading 'Eric Chardoillet'.

Eric Chardoillet
Président
FIRST FINANCE Institute



Testimonials From Alumni

The course was well-organized and flexible to accommodate my busy work schedule and both FFI and the professor were amazing.

Philip L. Bennett, Finance Sector, UK

I thought the material was presented in an incredibly organized and very well thought-out manner.

Craig Ford, Entrepreneur, USA

The course is a great in-depth look at the process from market conditions to perspective on valuation and tactical approaches through the lens of actual real-life cases.

Miriam Driot, Falcon Real Estate Investment Management, USA

[Testimonials from our alumni](#)



Next Session starts April 12, 2021

Week 1: Introduction to M&A	April 12, 2021	Week 5: Due Diligence	May 10, 2021
Week 2: Strategic & Practical Considerations	April 19, 2021	Week 6: Merger Agreements & Sell-Side Alternatives	May 17, 2021
Week 3: Valuation	April 26, 2021	Week 7: Takeover Defense & Financial Perspectives	May 24, 2021
Week 4: Deal Math	May 3, 2021	Week 8: Case Study	May 31, 2021

[Visit https://www.first-finance-institute.com/en/certificat/ma-columbia-business-school/](https://www.first-finance-institute.com/en/certificat/ma-columbia-business-school/)



Enroll now

Prerequisites

There are no prerequisites. Anyone can participate.

All inclusive one time fee

2,400 € / \$ 2,850

Register online at

<https://www.first-finance-institute.com/en/certificat/ma-columbia-business-school/>

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