

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion de Genève	Academic Year: 2026-2027
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FIRST PART: DESCRIPTION OF MODULE	
1. Domain	Business and Services
2. Department	International Business Management
3. Course name	Mergers and Acquisitions
4. Code	31005
5. Type of education	<input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> DAS / CAS / single days
6. Number of ECTS Credits	5
7. Prerequisites	<input checked="" type="checkbox"/> Validation of the modules in semesters 1 and 2 <input checked="" type="checkbox"/> Attendance of the modules in semesters 3 and 4 for full-time students, and semesters 5 and 6 for part-time students
8. Teaching language	<input type="checkbox"/> French <input type="checkbox"/> German <input checked="" type="checkbox"/> English <input type="checkbox"/> Other :
9. Objectives	The main goal of the course is to apply on real cases and real-life examples Corporate Finance concepts and tools to M&A transactions, from both buy- and sell-side perspectives.
10. Contents <i>(General themes and descriptions, the accurate content may change)</i>	<ol style="list-style-type: none"> 1. The concept of value creation, when applied to M&A deals 2. The valuation process: purchase price allocation, transaction structure and value synergies for the buy-side, valuation of the business for the sell-side 3. The due diligence process: how to assess risks for the bidder (financial, accounting and tax due diligence processes ; identification and mitigation of key transaction risks); how to prepare all relevant information for the target 4. Price vs. valuation: how the due diligence will help determining the price; transformation of value into price 5. The TO DOs and DO NOTs during the negotiation process (buy and sell sides) 6. Buy-side: How to finance the transaction 7. Case Study

	Each element of the course will be illustrated with practical examples based on existing M&A transactions and a case study to be solved over the course in team work.
11. Evaluation	<p>The grading of the module shall be based on:</p> <ul style="list-style-type: none"> • A written exam in week 16 of the semester; and • Mid-term assessments during weeks 1 to 14 according to the decision of the instructor, when applicable. <p>(The methods and weightings are communicated by the instructor before the evaluations)</p>
12. Remediation/repetition	<p><input checked="" type="checkbox"/> Compulsory remediation if the module grade is between 3.5 and 3.9 / 6. When subject to a remediation, only the grade of the remedial exam will be taken into account (maximum grade 4.0). A repeated module cannot benefit from a remedial exam.</p> <p><input type="checkbox"/> No remediation</p>
13. Coordinator / main instructor	Alain Le Berre
SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN	
14. Level	<p><input type="checkbox"/> Basic module</p> <p><input type="checkbox"/> Advanced module</p> <p><input checked="" type="checkbox"/> Specialized module</p> <p><input type="checkbox"/> Other:</p>
15. Characteristics	<input checked="" type="checkbox"/> Module is mandatory (which could lead to final dismissal from the program, cf. art.15, al.1, « Statut des étudiant-e-s bachelor »)
16. Type	<p><input checked="" type="checkbox"/> Main module</p> <p><input type="checkbox"/> Module linked to main module</p> <p><input type="checkbox"/> Optional module</p> <p><input type="checkbox"/> Other:</p>
17. Time organization	<p><input checked="" type="checkbox"/> Module over 1 semester <input type="checkbox"/> Module over 2 semesters</p> <p><input type="checkbox"/> Spring semester <input checked="" type="checkbox"/> Fall semester <input type="checkbox"/> Other</p>