



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

Tel: +27 12 004 8389 · Mobile: +27 65 077 6310

Email: apply@aatikd.co.za · Website: www.aatikd.co.za

COURSE BROCHURE

Mergers and Acquisitions

Custom Courses / Human Resources and Training

Unit Standard AATICD-0242 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course equips learners with the knowledge and skills to manage mergers and acquisitions (M&A;) processes effectively within a corporate environment. It covers the strategic, financial, legal, and operational aspects of M&A; transactions, enabling participants to contribute to successful integration and value creation.

Category	Custom Courses
Subfield	Human Resources and Training
Unit Standard	AATICD-0242
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply the principles of mergers and acquisitions to evaluate strategic fit and synergies between organizations.
- Analyze financial statements and valuation models to assess target companies and determine fair value.
- Evaluate legal, regulatory, and due diligence requirements to mitigate risks in M&A; transactions.
- Design integration plans that align organizational cultures, systems, and processes post-merger.
- Implement post-merger integration strategies to achieve operational efficiency and financial performance targets.
- Demonstrate the ability to communicate M&A; objectives and progress to stakeholders effectively.

WHO SHOULD ATTEND

- This course is designed for managers, financial analysts, business owners, and professionals involved in corporate strategy, investment, or business development who seek to understand and execute M&A; activities.

COURSE OUTLINE

Day 1: Introduction to Mergers and Acquisitions

- Definition and scope of mergers and acquisitions
- Strategic motives for M&A; (growth, synergy, diversification)
- Types of transactions: mergers, acquisitions, takeovers, joint ventures
- Overview of the M&A; process: phases and key players
- Legal and regulatory framework in South Africa
- Ethical considerations in M&A;

Day 2: Valuation and Deal Structuring

- Valuation approaches: DCF, comparable company analysis, precedent transactions
- Understanding synergies and their impact on valuation
- Deal structures: asset vs. share purchase
- Payment methods: cash, stock, earn-outs
- Financing options: debt, equity, mezzanine
- Due diligence in valuation

Day 3: Due Diligence and Legal Considerations

- Due diligence framework: financial, legal, operational, tax
- Financial due diligence: reviewing financial statements and forecasts
- Legal due diligence: contracts, intellectual property, litigation
- Regulatory approvals: Competition Commission, Takeover Regulation Panel
- Employment law considerations: retrenchments, transfers
- Risk assessment and mitigation strategies

Day 4: Negotiation and Deal Execution

- Negotiation tactics and communication skills
- Key documents: letter of intent, confidentiality agreement, purchase agreement
- Conditions precedent and warranties
- Board and shareholder approval processes
- Closing mechanics and payment settlement
- Post-closing adjustments and escrows

Day 5: Post-Merger Integration and Performance Monitoring

- Integration planning: governance, timeline, milestones
- Cultural integration: managing change and communication
- Operational integration: systems, processes, supply chain
- Performance metrics: financial KPIs, synergy tracking
- Common pitfalls and how to avoid them
- Case studies of successful and failed integrations

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 24,200.00	R 24,200.00
1	In-House	R 31,400.00	R 31,400.00
1	On-Campus (Pretoria)	R 36,200.00	R 36,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Harare, Zimbabwe
17 Aug 2026	21 Aug 2026	On-Campus	Shenzhen, China
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe
31 Aug 2026	04 Sep 2026	On-Campus	Lusaka, Zambia
31 Aug 2026	04 Sep 2026	On-Campus	London, UK

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard AATICD-0242) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza, 1122 Burnett St, Hatfield 0028, Pretoria, Gauteng, South Africa
Tel: +27 12 004 8389 · WhatsApp: +27 65 077 6310 · apply@aaticd.co.za · www.aaticd.co.za