

Mergers & Acquisitions

Corporate Governance, Compliance and Risk Management (GRC)

Course Overview

Mergers Acquisitions: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Link acquisition strategy to genuine sources of value, not empire-building
- Run due diligence that surfaces the risks that actually kill deals
- Value a target with discipline and defend the price walk to a board
- Negotiate key sale-agreement provisions: warranties, indemnities, earn-outs
- Plan integration early enough for the promised synergies to materialise

Who Should Attend

Executives, corporate development and strategy professionals, finance managers, in-house counsel and advisors involved in buying, selling or merging businesses.

Course Outline

1. Why deals fail: the evidence and the patterns
2. Acquisition strategy and target screening
3. Valuation: DCF, multiples and the synergy trap
4. Due diligence: financial, legal, operational, cultural
5. Deal structures and the sale agreement's key clauses
6. Competition approval and regulatory pathways
7. Post-merger integration: the first hundred days
8. Case deal: negotiation and board presentation

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Harare	\$1,450
28 Sep to 2 Oct 2026	Cairo	\$1,395
12 to 16 Oct 2026	Online	\$750
19 to 23 Oct 2026	Windhoek	\$1,450
2 to 6 Nov 2026	Dar es Salaam	\$1,450
16 to 20 Nov 2026	Gaborone	\$1,650
30 Nov to 4 Dec 2026	Kigali	\$1,395

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.