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)
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.