



Course and Examination Fact Sheet: Autumn Semester 2017

9,210: Mergers & Acquisitions

ECTS credits: 4

Overview examination/s

(binding regulations see below)

Decentral - Written examination (80%, 90 mins.)

Decentral - Active participation (20%)

Attached courses

Timetable -- Language -- Lecturer

[9,210,1.00 Mergers & Acquisitions](#) -- Englisch -- [Welch Guerra Xena](#), [Binder Andreas](#)

Course information

Course prerequisites

- There are no formal prerequisites for this course.
- Students applying for the course have to be SIM students or exchange students on Master level
- The course is limited to 30 participants. SIM students and exchange students are invited to apply for the course through the bidding system within the given time frame.
- In order to be graded officially (i.e. receive credits) students may not miss more than 2 half-day lessons. If students do miss more than 2 half day lessons they will be excluded from the course.
- The block seminar takes place in Kloster Engelberg. You have to cover your travel expenses to go to Engelberg. Engelberg is approximately three-hour train-ride away from St.Gallen.

Course content

Mergers and Acquisitions are widely adopted means for growth and change of corporate scope. In 2015 the global transaction volume exceeded an unprecedented level of 4 trillion US dollars. Corporate takeovers can add new competences, enable new market entry or increase economies of scale. However, they often present disruptive events for parties both within and outside the focal organizations. Given their high degree of risk and complexity, mergers and acquisitions frequently fail to realize their intended objectives.

This interdisciplinary course deals with managerial and legal issues in the design of acquisitive growth strategies, in the execution of transactions as well as in the integration of companies. Analyses of recent M&A cases illustrate these issues. Additionally, we invite a number of specialists on different aspects of the M&A process, who will share their experience and practical insights.



Course structure

Part 1: Managerial and legal lectures

In the first part of the fall term six classes will be conducted: Three classes related to strategic and managerial issues of M&A (Welch Guerra, Laamanen, and guests) and three classes related to legal issues of M&A (Binder and guests).

Part 2: Block Seminar - The Practice of M&A

In the break of the fall term we conduct an external block seminar related to practical issues of M&A. With a number of guests from different companies sharing their insights, we will work on different case studies and deep-dive into the practice of M&A.

Course literature

A detailed outline of the literature will be provided in the syllabus of the course. The relevant course materials can be found on StudyNet usually at least a week before each lecture.

Additional course information

Please note that this course is not open for bidding in the waiting list rounds. Students can bid for the course in the three main rounds of the bidding only.

Examination information

Examination sub part/s

1. Examination sub part (1/2)

Examination time and form

Decentral - Written examination (80%, 90 mins.)

Remark

Managerial part (2/3) and legal part (1/3)

Examination-aid rule

Extended Closed Book

The use of aids is limited; any additional aids permitted are exhaustively listed under "Supplementary aids". Basically, the following is applicable:

- At such examinations, all the pocket calculators of the Texas Instruments TI-30 series and mono- or bilingual dictionaries



(no subject-specific dictionaries) without hand-written notes are admissible. Any other pocket calculator models and any electronic dictionaries are inadmissible.

- In addition, any type of communication, as well as any electronic devices that can be programmed and are capable of communication such as notebooks, tablets, PDAs, mobile telephones and others, are inadmissible.
- Students are themselves responsible for the procurement of examination aids.

Supplementary aids

No other examination aids are admissible.

Examination languages

Question language: English

Answer language: English

2. Examination sub part (2/2)

Examination time and form

Decentral - Active participation (20%)

Remark

Active Participation among the lecture and seminar

Examination-aid rule

Practical examination

No examination-aid rule is necessary for such examination types. The rules and regulations of the University of St. Gallen apply in a subsidiary fashion.

Supplementary aids

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Examination languages

Question language: English

Answer language: English

Examination content

There will be one exam for all students.

Relevant for the written exam are the content for all lectures and the compulsory readings.

The legal part of the written exam counts for 1/3 while the managerial part counts for 2/3.

Examination relevant literature

The literature will be announced in the course syllabus.



Please note

We would like to point out to you that this fact sheet has absolute priority over other information such as StudyNet, faculty members' personal databases, information provided in lectures, etc.

When will the fact sheets become binding?

- Information about courses and examination time (central/decentral and grading form): from the start of the bidding process on 24 August 2017
- Information about decentral examinations (examination-aid rule, examination content, examination relevant literature): after the 4th semester week on 16 October 2017
- Information about central examinations (examination-aid rule, examination content, examination relevant literature): from the start of the enrolment period for the examinations on 06 November 2017

Please look at the fact sheet once more after these deadlines have expired.