

**Name of the Programme** : MBA (Financial Services)  
**Course Code** : MGF-529  
**Course Title** : Mergers and Acquisitions  
**Number of Credits** : 2  
**Effective from AY** : 2022-23

<b>Pre-requisites for the Course:</b>	NIL	
<b>Course Objectives:</b>	To equip learners with knowledge of M&A process with emphasis on legal aspects, due diligence, post-merger integration and takeover defences.	
<b>Content:</b>	<b>Unit 1</b> <b>: Overview of Mergers and Acquisition</b> Characteristics, Motives Behind Mergers, Theories of Mergers, Value Creation through Mergers, Transactions of M&A, Demerger Acquisitions: Motives, legal aspects of takeover, types of takeover bids, cross border takeover	<b>10 Hours</b>
	<b>Unit 2</b> <b>Due Diligence and Post-Merger Integration</b> <i>Due Diligence</i> – Benefits and costs of due diligence, Identification of target, Evaluating the target based on technical, market, legal, technology, process and strategic aspects. <i>Post-Merger Integration</i> - Process of Merger Integration- Organisational and Human aspects; Managerial challenges of Mergers and Acquisition. Strategic fit and the M and A decision, legal and taxation aspects of mergers and acquisition.	<b>10 Hours</b>
	<b>Unit 3</b> <b>: Defensive Strategies</b> Takeover Defenses- Types and Techniques of Raid; Advance Preventive Measures; Strategies of Takeover bid White Knights- White Square- Crown Jewel-Pacman 's Strategy- Golden Parachute- Poison Pills Strategy – Coercive Offers and Defense-Financial Defensive Measures- Anti takeover Amendments.	<b>10 Hours</b>
<b>Pedagogy:</b>	Interactive Lectures/Discussions/ Presentations/case study/ individual or group projects/ assignments/Class activities.	
<b>References/ Readings:</b>	1. Weston. F, Chung. K, and Hoag, S. (1990). <i>Mergers, Restructuring, and Corporate Control</i> . Prentice-Hall of Indian Pvt. Ltd., New Delhi. 2. Gaughan, P. (2018). <i>Mergers, Acquisitions and Corporate Restructurings</i> . Wiley India, New Delhi. 3. Narayanan, P. and Vikram, Nanda. (2006). <i>Finance for Strategic Decision Making- What nonfinancial managers Need to Know</i> . Jossey-Bass, Wiley India. 4. Jonathan, R. (2007). <i>Mergers and Acquisitions</i> . Kogan Page. 5. Brown, R. (2004). <i>Applied Mergers and Acquisitions</i> . John Wiley and Sons. Boeh, K. and Beamish, P. (2007). <i>Mergers and Acquisitions: Text and Cases</i> . Sage Publications, New Delhi.	
<b>Course Outcomes:</b>	Upon the completion of this course the learners will be able to: <b>CO1.</b> Summarize theories of M&A. <b>CO2.</b> Demonstrate ability to perform due diligence process in M&A transactions and manage post-merger integration issues. <b>CO3.</b> Suggest suitable defence techniques against hostile takeover	