# Mergers and Acquisitions – In-Person

All times are Central Time

<table>
<thead>
<tr>
<th>Monday, November 8</th>
<th>Tuesday, November 9</th>
<th>Wednesday, November 10</th>
<th>Thursday, November 11</th>
<th>Friday, November 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30 a.m.-5:00 p.m.</td>
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<td>8:30 a.m.-12:00 p.m.</td>
</tr>
<tr>
<td>Greg Bunch</td>
<td>Merle Erickson</td>
<td>Laura Born</td>
<td>Steve Morrissette</td>
<td>Steve Morrissette</td>
</tr>
</tbody>
</table>

- **Welcome, Course Introduction and Overview**
- **Winning Now: Introduction to M&A Strategy in an Unusual Year**
- **Introduction to Tax Planning for M&A**
- **Introduction and Valuation in an M&A Context**
- **M&A Process: Target Phase**
- **M&A Process: Integration Phase**

| Break | Break | Break | Break | Break |

- **M&A: The Power of Strategy under Volatile, Uncertain, Complex & Ambiguous Conditions**
- **Effects of Reorganizations on the Target Corporation’s Tax Attributes**
- **Overview of Acquisition Structures and Introduction to Advanced Acquisition Techniques**
- **Valuation Case Study Application**
- **LBO Valuation Method**
- **Target Phase Case Study Application**
- **Integration Phase Case Study Application**
- **Program Wrap-Up**

| Lunch | Lunch | Lunch | Lunch | Lunch |

- **Creating Effective Mental Maps for M&A: 4 Basic M&A Questions**
- **Comparison of Acquisitions of S Corporations to Acquisitions of C Corporations**
- **LBO Case Study Application**
- **M&A Process: Deal Phase**

| Break | Break | Break | Break | Break |

- **Applying Strategy by Examining Current M&A Deals**
- **Introduction to Tax Planning for Divestitures**
- **Accretion/Dilution Analysis in a Merger/Acquisition Context and Introduction to Capital Structure**
- **Deal Phase Case Study Application**

| Cocktail Reception | 5:00 - 6:00 p.m. |}

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**PROGRAM ADMISSIONS**

If you are ready to build on your success, challenge yourself, and take your organization to the next level, Chicago Booth is ready for you.

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For questions, please contact us at exec.ed@chicagobooth.edu or +1 312.464.8732.
# Mergers and Acquisitions – Live-Online

## WEEK 1

All times are Central Time

| Monday, January 31  
8:30 a.m.-12:00 p.m. | Tuesday, February 1  
8:30 a.m.-12:00 p.m. | Wednesday, February 2  
8:30 a.m.-12:00 p.m. | Thursday, February 3  
8:30 a.m.-12:00 p.m. | Friday, February 4  
8:30 a.m.-12:00 p.m. |
|----------------------|----------------------|----------------------|----------------------|----------------------|
| Coffee Chat  
8:15-8:30 a.m. | Coffee Chat  
8:15-8:30 a.m. | Program Break | Coffee Chat  
8:15-8:30 a.m. | Coffee Chat  
8:15-8:30 a.m. |
| Welcome, Course Introduction and Overview | Creating Effective Mental Maps for M&A: 4 Basic M&A Questions  
Case Study Application  
Greg Bunch | | Sensible General Valuation  
John Hand | Sensible Valuation in M&A  
John Hand |
| Break | Break | | Break | Break |
| M&A: The Power of Strategy under Volatile, Uncertain, Complex & Ambiguous Conditions  
Greg Bunch | Applying Strategy by Examining Current M&A Deals  
Greg Bunch | | Acquisition Valuation  
Case Study Application: Sherwood Software Ltd  
John Hand | Acquisition Valuation  
Case Study Application: PPK Values Ideko  
Takeaways  
John Hand |
| Office Hours with Greg Bunch  
12:00-12:30 p.m. | Office Hours with Greg Bunch  
12:00-12:30 p.m. | | Office Hours with John Hand  
12:00-12:30 p.m. | Office Hours with John Hand  
12:00-12:30 p.m. |
## Mergers and Acquisitions – Live-Online

### WEEK 2
All times are Central Time

| Monday, February 7  
8:30 a.m.-12:00 p.m. | Tuesday, February 8  
8:30 a.m.-12:00 p.m. | Wednesday, February 9  
8:30 a.m.-12:00 p.m. | Thursday, February 10  
8:30 a.m.-12:00 p.m. | Friday, February 11  
8:30 a.m.-12:00 p.m. |
|---------------------|------------------|------------------|------------------|------------------|
| Coffee Chat  
8:15-8:30 a.m. | Coffee Chat  
8:15-8:30 a.m. | Coffee Chat  
8:15-8:30 a.m. | Coffee Chat  
8:15-8:30 a.m. | Coffee Chat  
8:15-8:30 a.m. |
| **Introduction to**  
**Tax Planning for M&A**  
Merle Erickson | **Comparison of Acquisitions**  
**of S Corporations to Acquisitions of C Corporations**  
Merle Erickson | **M&A Process: Target Phase**  
Steve Morrissette | **M&A Process: Deal Phase**  
Steve Morrissette | **M&A Process: Integration Phase**  
Steve Morrissette |
| Break | Break | Break | Break | Break |
| **Effects of Reorganizations on the Target Corporation’s Tax Attributes**  
Merle Erickson | **Introduction to Tax Planning for Divestitures**  
Merle Erickson | **Target Phase Case Study Application**  
Steve Morrissette | **Deal Phase Case Study Application**  
Steve Morrissette | **Integration Phase Case Study Application**  
Steve Morrissette  
**Program Wrap-Up** |
| **Office Hours with**  
**Merle Erickson**  
12:00-12:30 p.m. | **Office Hours with**  
**Merle Erickson**  
12:00-12:30 p.m. | **Office Hours with**  
**Steve Morrissette**  
12:00-12:30 p.m. | **Office Hours with**  
**Steve Morrissette**  
12:00-12:30 p.m. | |

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