
Mergers and Acquisitions Strategy

5 – 9 April 2027
Vienna





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Ref: 1106_1147 **Date:** 5 – 9 April 2027 **Location:** Vienna **Fees:** 5500 GBP

Mergers and Acquisitions Strategy is a 5-day senior M&A course delivered by Mars Training Centre UK in the world's principal deal centres — London, Geneva, New York, Dubai and Milan — designed for directors, corporate development leaders and senior executives involved in inorganic growth, divestments and post-merger integration.

The literature on mergers and acquisitions tells a consistent story: a large share of acquisitions fail to deliver the value they were bought for, and the failures tend to be traceable to a weak strategic rationale, an over-paid price and an under-prepared integration. This programme is built for the senior leaders who carry M&A decisions to the board — to give them a deliberate, end-to-end view of the M&A cycle, sharpen the questions they ask, and reduce the well-documented risk of value destruction.

Across five focused days, you will work through the M&A cycle from strategy to integration — rationale, screening, valuation, due diligence, deal structuring, regulatory considerations, integration design, and the cultural work that determines whether the value thesis survives the first year. The programme is delivered by senior practitioners with executive, advisory and corporate-development experience.

What You Will Learn

- Define a credible strategic rationale for an M&A move, and reject ones that lack it.
- Design and run an acquisition screening process from sector view to target shortlist.
- Read a valuation at executive depth without becoming a banker.
- Lead a due diligence programme across commercial, financial, operational, legal and people dimensions.
- Understand the major deal structures and the trade-offs each involves.
- Anticipate the regulatory and competition-authority considerations in cross-border deals.
- Design and govern post-merger integration with a clear value-capture plan.
- Diagnose the cultural risk in a deal and lead the human side of integration.
- Decide when to walk away — and how to do it professionally.
- Build a personal M&A playbook for use in your organisation.

How You Will Benefit

You will leave with a personal M&A playbook, a sharper instinct for the strategic question beneath the deal, and a Mars Certificate of Completion.

Your organisation will gain a senior leader who can challenge weak deal rationales, lead disciplined diligence and integration, and reduce the well-documented risk of value destruction in M&A.



Who This Programme Is For

This programme is designed for senior leaders involved in M&A and corporate development, including:

- Heads of corporate development and M&A
- Chief Strategy Officers and Chief Financial Officers
- Directors and general managers acquiring or being acquired
- Senior commercial, legal and HR leaders preparing for integration roles
- Senior partners and managing directors in private capital
- Family-business principals considering acquisition or succession deals
- Senior public-sector officials managing institutional mergers or consolidations

The seniority floor is senior manager and above. The course is delivered in person over five consecutive days and carries a fee of £4,950.