

**COURSE DATA****DATA SUBJECT****Code:** 44484**Name:** Mergers and takeovers**Cycle:** Master's Degree**ECTS Credits:** 2.5**Academic year:** 2026-27**STUDY (S)**

Degree	Center	Acad. year	Period
2212 - Master's Degree in Business Management. MBA	Facultat d'Economia	2	First quarter

**SUBJECT-MATTER**

Degree	Subject-matter	Character
2212 - Master's Degree in Business Management. MBA	Growth and survival of the company	COMPULSORY

**COORDINATION**

DOLZ DOLZ CONSUELO

**SUMMARY**

The subject Mergers and Acquisitions belongs to the subject area of Growth and Survival, which aims to provide students with the knowledge necessary to make decisions on development and growth strategies, briefly presented in the subject Formulation of Strategies. In recent years we have witnessed an increasingly important and accelerated process of concentration of companies through their merger or acquisition. This phenomenon has generated new competitive scenarios and new business realities that require the study of their management.

Therefore, the aim of this course is to provide students with the necessary knowledge on the strategy for managing mergers and acquisitions as regards the search of partners, the negotiation process and the post-acquisition integration.

**PREVIOUS KNOWLEDGE****RELATIONSHIP TO OTHER SUBJECTS OF THE SAME DEGREE**

There are no specified enrollment restrictions with other subjects of the curriculum.



## OTHER REQUIREMENTS

No enrolment restrictions with other subjects in the curriculum have been specified.

This subject is related to the subject of Management which comprises the subjects of Formulation of Strategies and Implementation of Strategies.

## COMPETENCES / LEARNING OUTCOMES

### 2212 - Master's Degree in Business Management. MBA

Make both individual and collective decisions in professional practice as a company manager.

Prepare, write and publicly present business reports and projects in a clear and coherent manner, defend them with rigour and tolerance and respond satisfactorily to criticisms relating to them.

Students should apply acquired knowledge to solve problems in unfamiliar contexts within their field of study, including multidisciplinary scenarios.

Students should communicate conclusions and underlying knowledge clearly and unambiguously to both specialized and non-specialized audiences.

## DESCRIPTION OF CONTENTS

### 1. LESSON 1

Introduction to mergers and acquisitions: concept, motives and types

### 2. LESSON 2

The preparation phase in mergers and acquisitions: strategic framework and choice of partners

### 3. LESSON 3

The negotiation process in mergers and acquisitions: tactics, taking control, risk management, authorizations

### 4. LESSON 4

Integration in mergers and acquisitions: cultural and human management

**WORKLOAD****PRESENCIAL ACTIVITIES**

Activity	Hours
Tutorials	4,00
Theory	21,00
<b>Total hours</b>	<b>25,00</b>

**NON PRESENCIAL ACTIVITIES**

Activity	Hours
Attendance at other activities	0,00
Individual or group project	12,50
Independent study and work	12,50
Preparation of lessons	0,00
Preparation for assessment activities	0,00
Resolution of case studies	12,50
<b>Total hours</b>	<b>37,50</b>

**TEACHING METHODOLOGY**

This course is structured in 5 sessions. Most of the sessions will have a theoretical-practical nature. The sessions will be expository but adapted to a teaching model in which the participation of the student is encouraged (participative lecture). Likewise, the flipped teaching methodology will be used, which requires the student to prepare the contents of each of the sessions beforehand based on the recommended bibliographical references and the materials supplied in advance by the lecturer. The classes will focus on the practical application of the theoretical contents and on dealing with queries. The activities will be diverse: discussion of articles or readings, analysis and resolution of practical cases, debates, reports, search and analysis of information, oral presentation.

**EVALUATION**

**The course will be assessed in two blocks:**

- Continuous assessment (50% of the final mark): through the completion and presentation of various activities, both individual and group, as well as class participation.
- Final assessment (50% of the final mark): completion of a final project in a team following the teacher's instructions.

**Assessment conditions:**

Attendance and participation in the different sessions of the subject will be compulsory (including external ones) in order to be able to compute the continuous assessment.



The final mark for the course will be calculated as a weighted average of the marks obtained in the final project and in the continuous assessment, provided that the final project has been passed.

In the case of failing the subject in the 1st call, it may be recovered in the 2nd call by means of an objective proof at the discretion of the teaching staff.

Plagiarism is severely penalised. Evidence of copying by a student of any individual or group work will result in an automatic failure of the subject.

### **Policy for the use of Artificial Intelligence (AI) in class**

Learning to use AI is an emerging skill and we will provide training on how to use it.

You must be aware of AI limits, such as the following:

- If you provide minimal effort prompts, you will get low quality results. You will have to perfect your directions to get good results. This requires work.
- You will be responsible for any errors or omissions provided by the tool. Check the sources.
- AI is a tool, think carefully when it is useful. Do not use it if it is not appropriate for the case or circumstance.

***You must include a paragraph at the end of any task that uses Artificial Intelligence explaining what you have used it for and what instructions you have applied to obtain the results. If you do not, you will be in violation of the academic honesty policy, and it will be considered plagiarism.***

## **REFERENCES**

- Guerras, L.A.; Navas, J.E. (2022): La dirección estratégica de la empresa. Teoría y aplicaciones. Thomson Civitas (6ª edición).
- Junni, P.; Teerikangas, S. (2019). Mergers and Acquisitions. Oxford Research Encyclopedia of Business and Management. <https://doi.org/10.1093/acrefore/9780190224851.013.15>
- King, D. R.; Bauer, F.; Schriber, S. (2018). Mergers and acquisitions: A research overview. Routledge.
- Mascareñas, J. (2011): Fusiones, adquisiciones y valoración de empresas. Ecobook (5ª edición).
- Meier, O.; Schier, G. (2006): Fusions Acquisitions: Stratégie, finance, management. Ed Dunod.
- Weber, Y.; Tarba, S.; Öberg, C. (2014). A comprehensive guide to mergers and acquisitions, Pearson Education.