



## Course and Examination Fact Sheet: Spring Semester 2025

### 8,816: Managing Mergers and Acquisitions

ECTS credits: 4

#### Overview examination/s

(binding regulations see below)

decentral - Presentation, Analog, Group work group grade (80%)

Examination time: Term time

decentral - Written work, Digital, Individual work individual grade (20%)

Examination time: Term time

#### Attached courses

Timetable -- Language -- Lecturer

[8,816,1.00 Managing Mergers and Acquisitions](#) -- English -- [Bian Di](#)

#### Course information

#### Course prerequisites

There are no formal prerequisites for this course. However, this course will be particularly useful for students who consider careers in strategy consulting or strategy-related corporate functions. The course is primarily reserved for MGM students. Potential remaining places will be allocated to international exchange students.

#### Learning objectives

In this course we cover concepts and frameworks on managing mergers and acquisitions. Main learning objectives include (1) to gain insights into the main motivations for mergers and acquisitions, (2) to develop an understanding of the decision-making processes and cognitive biases in mergers and acquisitions, and (3) to develop ideas about the success factors in mergers and acquisitions. Students should actively take notes during the sessions because all content from the course is relevant for the examination.

#### Course content

Mergers and acquisitions are important means for firm growth and transformation, but they often fail to generate value for the acquirers. This course focuses on M&A strategy and implementation. Participants will learn to understand the role of M&A in firm growth, the motivations for M&A, and the use of M&A relative to other types of strategic actions. Furthermore, participants will gain insights into key acquisition processes, including both the pre-deal and post-deal stages and acquisition programs. In addition, a behavioural perspective on M&A will be introduced in which we will discuss about key actors in M&A, their cognition and emotion, and biases and mitigation. Overall, the course is designed to help participants understand key success (and failure) factors of acquisitions.

#### Course structure and indications of the learning and teaching design

The course will be organized into 9 sessions with one session per week. For each session, the first half will focus on theoretical concepts about M&A with mini cases, and the second half will be group presentations on case firms and discussion of corporate M&A.

#### Course literature

Cases and compulsory as well as supplementary articles will be provided to students online before the first lecture.



## Additional course information

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## Examination information

### Examination sub part/s

#### 1. Examination sub part (1/2)

##### Examination modalities

Examination type	Presentation
Responsible for organisation	decentral
Examination form	Oral examination
Examination mode	Analog
Time of examination	Term time
Examination execution	Asynchronous
Examination location	On Campus
Grading type	Group work group grade
Weighting	80%
Duration	--

##### Examination languages

Question language: English

Answer language: English

##### Remark

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##### Examination-aid rule

Free aids provision

Basically, students are free to choose aids. Any restrictions are defined by the faculty members in charge of the examination under supplementary aids.

##### Supplementary aids

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#### 2. Examination sub part (2/2)

##### Examination modalities

Examination type	Written work
Responsible for organisation	decentral
Examination form	Written work
Examination mode	Digital
Time of examination	Term time
Examination execution	Asynchronous
Examination location	Off Campus
Grading type	Individual work individual grade
Weighting	20%
Duration	--

##### Examination languages



Question language: English

Answer language: English

## Remark

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## Examination-aid rule

Free aids provision

Basically, students are free to choose aids. Any restrictions are defined by the faculty members in charge of the examination under supplementary aids.

## Supplementary aids

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## Examination content

The group assignment involves conducting a strategic analysis of a selected company to develop forward-looking recommendations. The presentation should be no longer than 35 slides and should not exceed 20 minutes. Additionally, the individual assignment focuses on analyzing a recent acquisition transaction to assess and predict the success of the deal. The written analysis should be limited to 3 pages, excluding appendices and references. Drawing insights from all lecture sessions is highly encouraged to support your evaluations and recommendations.

## Examination relevant literature

The group assignment and written paper may draw insights from the course literature. The literature will be available on Canvas before the first lecturer.

## Please note

Please note that only this fact sheet and the examination schedule published at the time of bidding are binding and takes precedence over other information, such as information on StudyNet (Canvas), on lecturers' websites and information in lectures etc.

Any references and links to third-party content within the fact sheet are only of a supplementary, informative nature and lie outside the area of responsibility of the University of St.Gallen.

Documents and materials are only relevant for central examinations if they are available by the end of the lecture period (CW21) at the latest. In the case of centrally organised mid-term examinations, the documents and materials up to CW 13 (Monday, 25 March 2025) are relevant for testing.

Binding nature of the fact sheets:

- Course information as well as examination date (organised centrally/decentrally) and form of examination: from bidding start in CW 04 (Thursday, 23 January 2025);
- Examination information (supplementary aids, examination contents, examination literature) for decentralised examinations: in CW 12 (Monday, 17 March 2025);
- Examination information (supplementary aids, examination contents, examination literature) for centrally organised mid-term examinations: in CW 14 (Monday, 31 March 2025);
- Examination information (regulations on aids, examination contents, examination literature) for centrally organised examinations: two weeks before ending with de-registration period in CW 15 (Monday, 07 April 2025).

