2017

FINC 645-01 Mergers and Acquisitions

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Williams College of Business Mission:
“We educate students of business, enabling them to improve organizations and society, consistent with the Jesuit Tradition.”

FINC 645-01 COURSE OBJECTIVE:
This course provides the student with an introduction to Mergers and Acquisitions as a means of enterprise value creation. Course will outline the legal, tax, and accounting framework for mergers and acquisitions, and provide an overview of valuation methodologies as a foundation upon which the student can build with further education and/or work experience.

KEY CONCEPTS:
- Theoretical and strategic considerations driving M&A behavior
- Legal, accounting, and tax issues and processes
- Valuation
- Deal structures, restructuring, and recapitalizations
- M&A strategies, JV’s, leveraged buyouts
- Takeover defenses

TEXT:

EVALUATION:

<table>
<thead>
<tr>
<th>COMPONENT</th>
<th>Weighting</th>
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<tbody>
<tr>
<td>Exam #1</td>
<td>25%</td>
</tr>
<tr>
<td>M&amp;A Transaction – Group Project</td>
<td>25%</td>
</tr>
<tr>
<td>Exam #2</td>
<td>25%</td>
</tr>
<tr>
<td>Current Events Topic Presentation</td>
<td>15%</td>
</tr>
<tr>
<td>Class Participation/ Professionalism</td>
<td>10%</td>
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</tbody>
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Final course grades are assigned using the following cutoffs: 94%=A, 90%=A-, 87%=B+, 84%=B, 80%=B-, 77%=C+, 74%=C, below 70%=F. Exams cover assigned readings as well as materials covered in class and consist of multiple choice and short essay questions. Everyone is responsible for gathering materials covered on any missed days. I suggest getting the phone numbers of at least two other people in the course to get a copy of the class notes in case you have to miss a class.

A financial calculator is required for the class. Bring your calculator, textbook, and problem solutions to each class meeting to ensure active learning.

Using any work that is not your own, giving permission to use your work, or using any unauthorized information throughout the semester will result in a failing grade in the course and possible expulsion from Xavier University. All students are expected to adhere to Xavier’s Academic Honesty policy as set forth in the Catalog.

PROJECT ASSIGNMENT:
A group project assignment will be given which will represent 25% of the overall grade. Project will be outlined in a separate handout.
CURRENT EVENTS TOPIC PRESENTATION
An individual project assignment representing 15% of the final grade will be assigned, calling for a presentation to the class of a real-life current event related to M&A. Presentation should be no less than 5 and no more than 10 minutes and be accompanied by a PowerPoint presentation and a 1-2 page synopsis of the topic and the insights gained or illustrated by the situation. Students can choose whichever week on the syllabus to make such presentation, EXCLUDING the weeks bolded in the syllabus.

CLASS ATTENDANCE:
Attendance will be considered in determining the class participation points awarded for the final grade.

COURSE SCHEDULE

<table>
<thead>
<tr>
<th>Date</th>
<th>Chapter</th>
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<tbody>
<tr>
<td>1/12</td>
<td>Course overview</td>
</tr>
</tbody>
</table>
| 1/19 | Chapter 1 – Introduction  
Chapter 3 – Legal Framework  
84 boring pages |
| 1/26 | Chapter 4 – Merger Strategy  
Chapter 14 – Joint Ventures and Strategic Alliances  
75 interesting pages |
| 2/2  | Financial Statement Analysis - handout |
| 2/9  | Chapter 15 – Valuation  
59 intense pages |
| 2/16 | Chapter 15 – Valuation (continued)  
Chapter 16 – Tax Issues  
14 pages of tax discussion (you decide) |
| 2/23 | Exam Review  
Group Project Discussion and Team Selection |
| 3/2  | Exam #1 – Chapters 4, 15, 16, Financial Statement Analysis |
| 3/9  | No Class – Spring Break |
| 3/16 | Exam Discussion  
Pro Forma’s and Building Projections – handout |
| 3/23 | No Class – Team Meetings |
| 3/30 | Chapter 5 – Antitakeover Measures  
Chapter 6 – Takeover Tactics  
103 confusing pages |
| 4/6  | Team Meetings and Class Project Status Discussion |
| 4/13 | No Class - Easter Break |
| 4/20 | Project Presentations |
| 4/27 | Project Presentations: Class Analysis and Discussion/ Debrief |
| 5/4  | Exam #2 – Cumulative |