



Dr. V. N. Bedekar Institute of Management, Thane
Teaching Plan (MMS/PGDM)
Academic Year (2016-17)

Programme Name: MMS / PGDM: PGDM

Name of the Course: Merger and Acquisitions

Maximum marks: _____ 100 _____ No. of Sessions: 10

Name of the Faculty: Dipti Periwal

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dipti_shakrani@yahoo.com _____

Weblink:

Learning Objectives:

1. **Understand how the market for *mergers and acquisitions* has evolved in contemporary time as a growth strategy.**
2. **The primary objective of this subject is to develop both your analytical and interpersonal skills through the use of readings, cases, lectures, discussions, and simulations within the M&A context.**
3. **Apply a set of analytical tools to evaluate fair value of target firm and acquiring firm.**

Reference Books:

1. **Merger and Acquisition- Kamal Gosh Ray**
2. **Merger and Acquisition and Corporate Restructuring – Rabi Narayan kar**
3. **Merger and Acquisition and Corporate Restructuring- Prasad Godbole**
4. **valuations – Damodaran**



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Plan:

Session No	Topics to be covered	References- Print/Online	Learning outcomes
1	Forms of restructuring – Merger, acquisition, Divestiture, Spin-off, De merger, Reverse Merger, Joint Venture Understanding organic and inorganic strategy	mfiles.pl/en/index.php/Methods_of_ restructuring	Learn restructuring as a strategy.
2	Case study Flipkart MYntra Merger and Acquisition – particles, illustrations	http://www.icmrindia.org/casestudies/catalogue/Business%20Strategy/BSTR464.htm Prasad godbole	Numeric
3	Synergies – Types of synergies	http://beta.tutor2u.net/business/blog/qa-what-are-synergies-in-takeovers-and-mergers	Reasons for adopting M&A
4	Hostile takeover- defensive strategies adopted case study	Kamal Gosh Ray – Case studies	Students will learn Defensive strategies
5	Leveraged Buyouts -Successful and failed LBO deals in India and overseas	www.icmrindia.org/casestudies/catalogue/Finance/FINCOO1.htm Kamal Gosh Ray	
6	Accounting and taxation aspect of	Prasad Godbole	Legal formalities for M&A



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	M&A deals and its relevance		
7	Due Diligence Process in details scrutinize Fatal flaws and its effects on buyers	Prasad Godbole	How investigation on tagret company takes place
8	Valuation – how to value target firm, understanding of under value and over valuation of firms. overvalue	Practical problems Damodaran Rabi,Narayan, Kar	Numeric – how to value a firm
9	Post Merger Integration- Analysing both successful and failed mergers	Prasad Godbole	Failed and successful merger and reasons
10	Demerger – cases	Damodaran Rabi,Narayan, Kar	



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Evaluation:

I) Internal:

Component	Details	Marks
Class Test	Problems on valuation	10
Presentation	Top M&A deals	10
Case Study	Across sectors and industry-	10
Participation	News discussion	05
Others	Attendance	05

II) External:
(Sample questions)

1. Your business is in the decline stage due to increased competitions, which strategy among the two options will you adopt to survive and why ?

- Organic
- inorganic

Signature of Faculty

Signature of the Co-ordinator