



Course XXIII

Module 3 Frankfurt a.M. “Mergers & Acquisitions”:

17th – 22nd September 2018

ABBREVIATIONS

PRM	PRE-READ MATERIALS: These materials have to be read in advance to follow the respective lecture
LM	LECTURE MATERIALS: You have to have these materials at hand (digitally or as hardcopies). Also, it helps to scan them, without reading them profoundly.
no specification	FURTHER MATERIALS POST - READING: These materials are for students who want to dig deeper into the respective topic. Their reading is not required.

We would recommend downloading all materials on your I-Pads or other electronic devices. Of course you can also print them and take them with you to the lecture. Please note that course material will – apart from exceptional cases - not be printed by the Executive M.B.L.-HSG.

Tuesday, 18 September 2018

RIEHMER: M&A, STRUCTURING AND FINANCING	PRM	LM	FILE
• Excerpts from related literature, also useful for Zurich Module	X		Riehmer01.pdf

WRIGHT/SIDHU: DISTRESSED ASSETS	PRM	LM	FILE
• P. Dunbar, J. Hughes, Distressed M&A and Portfolio Acquisitions, 2015 (8 pages)	X	X	Sidhu_Wright01.pdf
• J. Calandro, Distressed M&A and corporate strategy: lessons from Marvel Entertainment Group's bankruptcy, 2016 (36 pages)	X	X	Sidhu_Wright02.pdf
• Wachtell, Lipton, Rosen & Katz, Distressed Mergers and Acquisitions, 2013 (216 pages)	X	X	Sidhu_Wright03.pdf

Thursday, 20 September 2018

TETZ: M&A IN SPECIAL SITUATIONS-M&A IN CHINA	PRM	LM	FILE
• Reading List	X		Tetz01.pdf
• Excerpts from related literature	X	X	Tetz02.pdf

VSALDERN: POST-MERGER INTEGRATION	PRM	LM	FILE
• S. Heidari-Robinson, S. Heywood, B. Edmonstone-West, A 5-Step Process for Reorganizing After a Merger, Harvard Business Review, December 21, 2016 (7 pages)	X		vSaldern01.pdf
• S. Cliffe, Can this Merger be Saved?, Harvard Business Review, Jan/Febr 1999 (23 pages)	X	X	vSaldern02.pdf
• S. Chaudhuri, B. Tabrizi, Capturing the Real Value in High-Tech Acquisitions, Harvard Business Review, Jan/Febr 1999 (19 pages)	X		vSaldern03.pdf
• R. Croyle, P. Kager, Giving Mergers a Head Start, Harvard Business Review, Oct 2002 (5 pages)	X		vSaldern04.pdf
• C. Deutsch, A. West, Perspectives on merger integration, McKinsey&Company, June 2010 (52 pages)	X		vSaldern05.pdf
• C. M. Christensen, R. Alton, C. Rising, A. Waldeck, The Big Idea: The New M&A Playbook, Harvard Business Review, March 2011 (19 pages)	X		vSaldern06.pdf
• S. Seth, The Top Reasons Why M&A Deals Fail, Investopedia, Oct 24, 2017 (3 pages)	X		vSaldern07.pdf

Friday, 21 September 2018

NÄGELE: EQUITY CAPITAL MARKETS AND STOCK EXCHANGE LISTINGS FUNDAMENTALS	PRM	LM	FILE
<ul style="list-style-type: none">• Please access the following link: https://www.forbes.com/video/5548813010001/#47d906192793 https://www.youtube.com/watch?v=pdoG11Mu0TA	X		Video link
<ul style="list-style-type: none">• Please access the following link: https://www.thebalance.com/what-is-an-ipo-process-pros-and-cons-3305857	X		Link to article

... to be continued ...