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| **SESSION** | **MARCH 2024** |
| **PROGRAM** | **MASTER OF BUSINESS ADMINISTRATION (MBA)** |
| **SEMESTER** | **III** |
| **COURSE CODE & NAME** | **DFIN302 – MERGERS & ACQUISITIONS** |
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**Assignment Set – 1**

**1. What do you understand by the concept of mergers & acquisitions? How will you justify the reasons and motives behind merger?**

**Ans 1.**

**Concept of Mergers & Acquisitions**

Acquisitions, mergers or acquisitions (M&A) refers to the fusion of businesses or assets by way of various financial transactions. The term "merger" is used to describe the process by which two businesses join to form an entity new to the market, while an acquisition involves one firm buying another. M&A actions are strategic choices to achieve the growth of the business, competitive advantage or other goals for business.

**Reasons and Motives Behind Mergers**

**Expanding and Growth:** Businesses often seek mergers to grow more quickly than they can

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**2. “To examine the issues that may contribute to the failure of acquisition and value destruction, a five-stage model of mergers and acquisitions was developed by the author Sudi Sudarsanam.” Justify the statement by describing five stage model in detail.**

**Ans 2.**

**Five-Stage Model of Mergers and Acquisitions by Sudi Sudarsanam**

Sudi Sudarsanam, an acknowledged expert in the field of corporate finance, has developed an extensive five-stage model to study mergers and acquisitions (M&A) and to understand why the majority of these deals fail, which can lead to loss of value instead of creating. The model offers a systematic approach to analyzing the entire M&A process, and identifies potential problems at

.

**3. Discuss in brief Management Buyout. Explain themotives and structure of Management Buyout.**

**Management Buyout (MBO)**

The Management Buyout (MBO) can be described as an arrangement in which the current management team of a business buys a significant portion or the entire ownership stake in the business from the current owners. This kind of deal is usually pursued by the management team when they believe they are able to run the business more efficiently or profitably than the current structure of ownership allows. MBOs are often used in cases when a business is performing

**Assignment Set – 2**

**Ans 4.**

An Announcement of Public offer (PAO) is an official communication issued by a business to announce the intention of acquiring an important stake in a publically traded business. The PAO is an important document that must meet the regulations and provide precise and complete information to the shareholders of the target company. The contents of the PAO generally includes the following information:

**Identification of the Acquirer**: The PAO must clearly identify the company that is acquiring

**5. Discuss basis of valuation in detail with suitable example.**

**Ans 5.**

Valuation is the method of determining the present value of an asset or company. It is an essential element of investment and finance because it assists analysts, investors and businesses make educated choices about buying, selling, and investing into assets. There are a variety of methods to determine the value of an asset, each having their own foundation and suitability in relation to the situation. In this article, we will look at the most common valuation bases and

**6. Write a short note on the following:**

**a. Post merger integration model.**

**b. Political and cultural aspect of integration.**

**Ans 6.**

**a. Post merger integration model.**

The post-merger integration (PMI) is an essential procedure that occurs following the conclusion of an acquisition or merger. It involves integrating the operations and systems, as well as the cultures of the two entities in order to reap the benefits and synergies of the merger. Different frameworks and models have been created to help businesses throughout this PMI process. One of these models is the 7-S framework that was created in collaboration with McKinsey & Company. The model highlights seven essential elements that must be in sync for successful