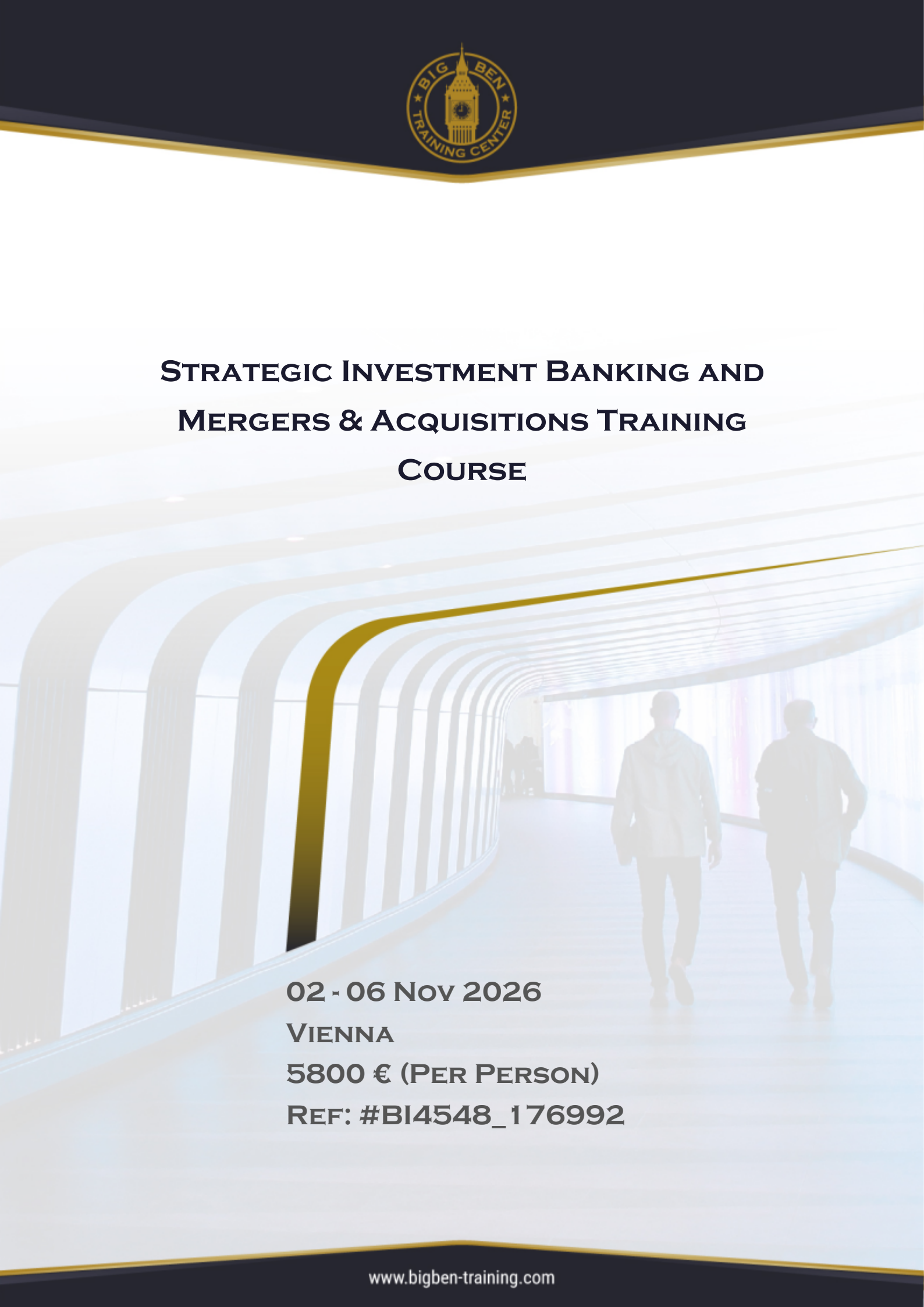
Strategic Investment Banking and Mergers & Acquisitions Training Course



02 - 06 Nov 2026

Vienna

5800 € (Per Person)

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Course Introduction / Overview:

This intensive training course provides a comprehensive exploration of the dynamic world of strategic investment banking and mergers and acquisitions (M&A) advisory. In today's complex global economy, the ability to identify, evaluate, and execute strategic transactions is a critical driver of corporate growth and value creation. This program is meticulously designed to equip participants with the sophisticated analytical tools, financial modeling skills, and strategic acumen required to excel in this high-stakes field. Drawing upon foundational principles and contemporary practices, the curriculum delves deep into the entire M&A lifecycle, from deal origination and valuation to negotiation and post-merger integration. As detailed by experts like Joshua Rosenbaum and Joshua Pearl in their seminal work, "Investment Banking: Valuation, Leveraged Buyouts, and Mergers & Acquisitions," a mastery of these concepts is non-negotiable for finance professionals. BIG BEN Training Center has developed this course to bridge the gap between academic theory and real-world application, ensuring that participants can confidently navigate the intricacies of deal structuring, due diligence, and financial advisory. This is more than a theoretical overview; it is a practical, hands-on journey into the core of corporate finance strategy and execution.

Target Audience / This training course is suitable for:

- Investment Banking Analysts and Associates.
- Corporate Finance Managers.
- Private Equity and Venture Capital Professionals.
- Corporate Development and Strategy Officers.
- Financial Analysts and Consultants.
- Treasury and Finance Directors.
- Legal Advisors involved in corporate transactions.
- Business owners and entrepreneurs seeking to understand M&A.

Target Sectors and Industries:

- Banking and Financial Services.
- Private Equity and Venture Capital Firms.
- Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Energy, Resources, and Utilities.
- Manufacturing and Industrials.
- Consulting and Professional Services.
- Government and Public Sector Agencies.

Target Organizations Departments:

- Corporate Finance.
- Mergers & Acquisitions (M&A).
- Corporate Development.
- Strategy and Planning.
- Treasury.
- Legal and Compliance.
- Investment and Portfolio Management.
- Financial Planning and Analysis (FP&A).

Course Offerings:

By the end of this course, the participants will have able to:

- Master advanced valuation methodologies including DCF, comparable company analysis, and precedent transaction analysis.
- Construct complex financial models for mergers, acquisitions, and leveraged buyouts (LBOs) from scratch.
- Navigate the complete M&A deal execution lifecycle for both sell-side and buy-side transactions.
- Conduct thorough financial, commercial, and operational due diligence to identify risks and opportunities.
- Understand the legal and regulatory frameworks governing M&A activities and transaction structuring.
- Analyze and quantify potential synergies and develop effective post-merger integration strategies.
- Develop and present compelling investment theses and advisory pitches to key stakeholders.
- Evaluate various financing structures for acquisitions, including debt and equity capital markets.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, practical, and highly interactive, ensuring participants gain tangible skills they can apply immediately. This course moves beyond traditional lectures to foster a deep, applied understanding of investment banking and M&A. A cornerstone of our approach is the extensive use of real-world case studies, dissecting landmark M&A deals to understand their strategic rationale, valuation, and execution challenges. Participants will engage in hands-on financial modeling workshops, building complex LBO and merger models under the guidance of expert instructors. Collaborative group exercises and team-based projects will simulate the deal team environment, enhancing problem-solving and communication skills. Interactive sessions, Q&A panels, and facilitated discussions will encourage critical thinking and the exchange of diverse perspectives. Continuous feedback is provided throughout the course to ensure concepts are thoroughly grasped. This blended approach of theoretical instruction, practical application, and collaborative learning creates a powerful and effective educational experience that prepares participants for the real-world demands of M&A advisory.

Course Agenda (Course Units):

Unit One: Foundations of Investment Banking and the M&A Landscape

- Introduction to the Investment Banking Industry.
- Roles and Responsibilities of an M&A Advisor.
- Understanding the Complete M&A Process Lifecycle.
- Key Terminology and Concepts in Mergers and Acquisitions.
- Strategic Rationale for M&A: Growth, Synergies, and Market Power.
- Review of Advanced Financial Statement Analysis for M&A.
- Introduction to Different Types of M&A Transactions.

Unit Two: Core Valuation Methodologies in Practice

- Discounted Cash Flow (DCF) Analysis and Modeling.
- Building a DCF Model from Scratch.
- Comparable Company Analysis (CCA) and Selecting a Peer Group.
- Precedent Transaction Analysis (PTA) and Control Premiums.
- Accretion and Dilution Analysis for Mergers.
- Valuation in Special Situations: Distressed Companies and Startups.
- Sum-of-the-Parts (SOTP) Valuation.

Unit Three: The M&A Deal Lifecycle: Structuring and Execution

- The Sell-Side M&A Process: From Pitch to Closing.
- The Buy-Side M&A Process: Identifying and Approaching Targets.
- Creating a Professional Pitch Book and Confidential Information Memorandum (CIM).
- Conducting Comprehensive Due diligence: Financial, Legal, and Operational.
- Understanding Key Terms in a Definitive Purchase Agreement.
- Negotiation Strategies and Tactics in M&A.
- Financing an Acquisition: Debt and Equity Options.

Unit Four: Leveraged Buyouts (LBOs) and Private Equity

- Understanding the Mechanics of a Leveraged Buyout.
- Identifying Ideal LBO Candidates.
- Building a Detailed LBO Financial Model.
- Analyzing Sources and Uses of Funds.
- Modeling Different Debt Tranches and Capital Structures.
- Calculating Key Returns for Financial Sponsors (IRR, MOIC).
- The Role of Private Equity in the M&A Market.

Unit Five: Advanced M&A Topics and Post-Merger Integration

- Cross-Border M&A: Challenges and Opportunities.
- Hostile Takeovers and Corporate Defense Mechanisms.
- Analyzing and Quantifying Revenue and Cost Synergies.
- The Critical Importance of Post-Merger Integration (PMI).
- Developing a PMI Plan and Overcoming Integration Challenges.
- Regulatory Considerations and Antitrust Approvals in M&A.
- Final Comprehensive Case Study: Executing a Mock M&A Deal.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing shareholder activism and regulatory scrutiny, how can M&A advisors balance the pursuit of maximum deal value with long-term strategic fit and ethical considerations?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself through its holistic and intensely practical approach to M&A advisory, moving far beyond theoretical frameworks. While many programs focus solely on valuation, our curriculum integrates financial modeling with the strategic, legal, and operational realities of the entire deal execution lifecycle. A key differentiator is the dedicated unit on Leveraged Buyouts (LBOs), where participants build a complex LBO model from the ground up, a skill highly sought after by private equity firms and investment banks. Furthermore, the course places significant emphasis on post-merger integration (PMI), a critical phase often overlooked in standard training but essential for realizing deal value. Rather than just presenting tools, we use in-depth case studies of contemporary and landmark deals to foster critical thinking and strategic decision-making. The methodology emphasizes a simulated deal team environment, preparing participants for the collaborative and high-pressure nature of the M&A field. This blend of rigorous technical training, strategic insight, and practical application provides a comprehensive mastery of the subject matter that is both deep and immediately applicable in a professional context.