

**Name of Institute: Indus Institute of Management Studies (IIMS)**  
**Name of Faculty: Dr. Charmi Shah**

**Course code: MB0424**

**Course name:** Mergers, Acquisitions and Corporate Restructuring

Pre-requisites: Graduation

Credit points: 3 Credits

Offered Semester: IV

**Course Coordinator(1 to 15 weeks)**

Full name: Dr.Charmi Shah

Department with siting location: 4<sup>th</sup> Floor, Bhanwar Building.

Email: charmishah.mba@indusuni.ac.in

Consultation times: 9 a.m. to 5 p.m (prior appointment)

**Course Lecturer(1 to 15 weeks)**

Full name: Dr.Charmi Shah

Department with siting location: 4<sup>th</sup> Floor, Bhanwar Building.

Email: charmishah.mba@indusuni.ac.in

Consultation times: 9 a.m. to 5 p.m (prior appointment)

Students will be contacted throughout the Session via Mail with important information relating to this Course.

**Course Objectives**

By participating in and understanding all facets of this Course a student will:

- Liberalized economy has generated many opportunities of combining businesses to create wealth.
- The fundamental aim of the course is to prepare students to take advantage of the current scenario and understand how mergers, acquisition and corporate restructuring are implemented.

**Course Outcomes (CO)**

At the completion of the course, the student will be able to:

**CO1:** To expose the students to the criticality of emerging field of Mergers, Acquisitions and Corporate restructuring

**CO2:** Master the language and processes of M&A

**CO3:** Identify M&A issues worth attention.

**CO4:** Analyze an M&A transaction rigorously.

**CO5:** Develop a concept, design a deal, and present a proposal for an M&A transaction.

**CO6:** Form an opinion about a proposed deal.

### Course Outline

Module 1 - An Introduction

Module 2 - The Legal and Regulatory Framework

Module 3 - Valuation Methods

Module 4 - Other Forms of merger

Module 5 - Financial Restructuring

### Method of delivery

Lectures, role plays, case studies, experiential exercises, simulation and flipped classrooms.

### Study time

Three hours per week

### CO-PO Mapping (PO: Program Outcomes)

|      | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 |
|------|------|------|------|------|------|------|------|
| CO 1 | 3    |      | 3    |      |      | 3    | 3    |
| CO 2 | 2    | 3    | 2    |      |      | 2    | 3    |
| CO 3 | 3    | 2    |      | 3    | 3    | 3    | 2    |
| CO 4 | 3    | 2    | 2    | 2    | 2    | 2    | 2    |
| CO 5 | 2    | 3    | 2    | 3    | 2    | 3    | 3    |
| CO 6 | 3    | 2    |      | 2    | 3    |      |      |

## Blooms Taxonomy and Knowledge retention(For reference)

(Blooms taxonomy has been given for reference)

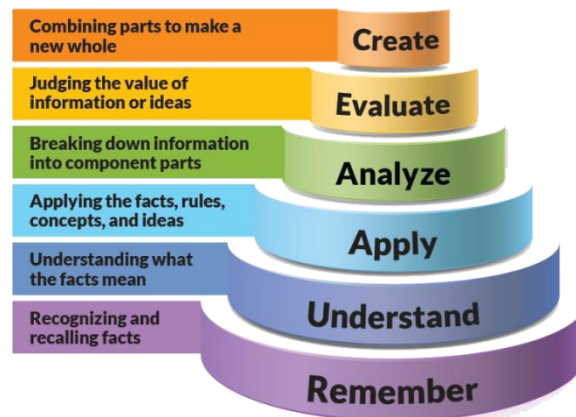


Figure 1: Blooms Taxonomy

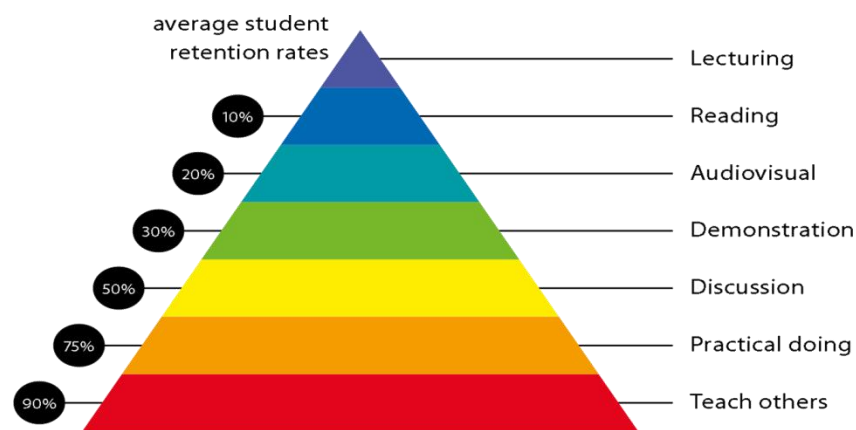


Figure 2: Knowledge retention

## Graduate Qualities and Capabilities covered

(Qualities graduates harness crediting this Course)

| General Graduate Qualities  | Specific Department of Management Graduate Capabilities |
|---|---|
| <b>Informed</b><br>Gain an understanding of the complexity of managing people and how interventions by the different parties to the employment relationship (employers, workers and the State) can provide challenges for the successful application of even the best developed HRM policies and practices. | <b>Financial knowledge, grounding &amp; awareness</b>   |

|  |   |
|--|---|
| <b>Independent learners</b><br>Locate, evaluate and synthesize complex information. Opportunities to acquire these abilities are developed through lectures, case discussion and various experiential exercises.   | <b>Information literacy, gathering &amp; processing</b> |
| <b>Problem solvers</b><br>Developing critical thinking skills that are pertinent for problem solving and innovation in today's competitive labour market (which are not easily replaced by automation).  | <b>Problem solving skills</b>                           |
| <b>Effective managers</b><br>Develop the ability to reflect on issues on hand. Through active participation enhance the skills to communicate verbally and in writing and develop practices expected of today's professionals.   | <b>Financial managerial skills and decision making</b>  |
| <b>Responsible</b><br>Gain a more nuanced appreciation of the challenges posed by globalisation, including the economic, social, legal and ethical implications of HRM interventions and how to respond to an ever-changing employment market, which will help to thrive in a diverse range of careers after graduation. | <b>Sustainability, societal &amp; investment impact</b> |

### Practical work:

Understand HR practice followed by organisations by library assignment/visit.

### Lecture/tutorial times:

|                |                  |                        |                   |
|----------------|------------------|------------------------|-------------------|
| <b>Lecture</b> | <b>Monday</b>    | <b>1:20- 2:15 p.m.</b> | <b>Room LH 11</b> |
| <b>Lecture</b> | <b>Wednesday</b> | <b>1:20- 2:15 p.m.</b> | <b>Room LH 11</b> |
| <b>Lecture</b> | <b>Friday</b>    | <b>1:20- 2:15 p.m.</b> | <b>Room LH 11</b> |

## Attendance Requirements

The University norms states that it is the responsibility of students to attend all lectures, tutorials, seminars and practical work as stipulated in the Course outline. Minimum attendance requirement as per university norms is compulsory for being eligible for mid and end semester examinations.

## Details of referencing system to be used in written work

### Text books

1. Bhagaban Das, Debdas Raskhit & Sathya Swaroop Debasish Corporate Restructuring: Merger, Acquisition and Other Forms Himalaya Publishing House Latest Edition
2. Rajesh Kumar, B (2011). *Mergers and Acquisitions Text and Cases*, 1/e; New Delhi: Tata McGraw Hill
3. Aurora, Shetty, Kale; *Mergers and Acquisitions*, Oxford University Press, Latest Edition

### Additional Materials (Reference Books)

1. Prasad G Godbole *Mergers, Acquisitions and Corporate Restructuring* Vikas Publication Latest edition
2. Sudi Sudarsanam *Creating Value from Mergers and Acquisitions* Pearson Education Latest edition
3. Machiraju H.R *Mergers Acquisitions and Takeovers* New Age International Publishers
4. Patrick A. Gaughan *Mergers, Acquisitions, and Corporate Restructurings*, 5th Edition Wiley Publication
5. Ravindhar Vadapalli *Mergers, Acquisitions And Business Valuation* Excel Books

## ASSESSMENT GUIDELINES

Your final course mark will be calculated from the following:

|                          |               |                 |
|--------------------------|---------------|-----------------|
| Assignment 1             | 5% (week 4)   | Objective (1-3) |
| Assignment 2             | 5% (week 6)   | Objective (1-4) |
| Presentation             | 10% (week 8)  | Objective (1-4) |
| Mid semester             | 40% (Week 10) | Objective (2-5) |
| Final Exam (closed book) | 40 %          | Objective (1-5) |

### SUPPLEMENTARY ASSESSMENT

Students who receive an overall mark less than 40% in mid semester or end semester will be considered for supplementary assessment in the respective components (i.e mid semester or end semester) of semester concerned. Students must make themselves available during the supplementary examination period to take up the respective components (mid semester or end semester) and need to obtain the required minimum 40% marks to clear the concerned components.

### Practical Work Report/Laboratory Report:

A report on the practical work is due the subsequent week after completion of the class by each group.

### Late Work

Late assignments will not be accepted without supporting documentation. Late submission of the reports will result in a deduction of -% of the maximum mark per calendar day

### Format

All assignments must be presented in a neat, legible format with all information sources correctly referenced. **Assignment material handed in throughout the session that is not neat and legible will not be marked and will be returned to the student.**

### Retention of Written Work

Written assessment work will be retained by the Course coordinator/lecturer for two weeks after marking to be collected by the students.

### University and Faculty Policies

Students should make themselves aware of the University and/or Faculty Policies regarding plagiarism, special consideration, supplementary examinations and other educational issues and student matters.

**Plagiarism** - Plagiarism is not acceptable and may result in the imposition of severe penalties. Plagiarism is the use of another person's work, or idea, as if it is his or her own - if you have any doubts at all on what constitutes

plagiarism, please consult your Course coordinator or lecturer. Plagiarism will be penalized severely.

***Do not copy the work of other students.***

***Do not share your work with other students (except where required for a group activity or assessment)***

### Course schedule(subject to change)

|  | Week #  | Topic & contents                                     | CO Addressed   | Teaching Learning Activity (TLA)    |
|--|---------|--|----------------|-------------------------------------|
|  | Weeks 1 | Corporate Restructuring: An Overview                 | CO1 & CO2      | Lecture                             |
|  | Weeks 2 | Merger and Acquisition: Basic                        | CO1 & CO2      | Lecture & Case Discussion           |
|  | Week 3  | Procedure, Aspects and Issue in Merger & Acquisition | CO1, CO2 & CO3 | Lecture & Experiential Excise       |
|  | Week 4  | The Legal and Regulatory Framework                   | CO2 & CO3      | Lecture & Experiential Excise       |
|  | Week 5  | Accounting for Merger and Acquisition Due Diligence  | CO2 & CO3      | Lecture & Experiential Excise       |
|  | Week 6  | Basics of Valuation                                  | CO4, CO5       | Lecture & Case study                |
|  | Week 7  | Business Valuation Methods                           | CO4, CO5       | Lecture & Experiential Exercise     |
|  | Week 8  | Business Valuation Methods                           | CO4, CO5       | Lecture & Experiential Exercise     |
|  | Week 9  | Demerger   | CO4, CO5       | Lecture & Case Discussion           |
|  | Week 10 | Takeover   | CO5, CO6       | Lecture, & presentation             |
|  | Week 11 | Strategic Alliance                                   | CO5, CO6       | Lecture & Case study                |
|  | Week 12 | Joint Venture  | CO5, CO6       | Lecture & exercises                 |
|  | Week 13 | Financial Restructuring: Shares Buyback              | CO4, CO5, CO6  | Lecture & exercises                 |
|  | Week 14 | Employee Stock Ownership Plan (ESOP)                 | CO4, CO5, CO6  | Lecture & practical data collection |



|  |            |          |            |    |         |
|--|------------|----------|------------|----|---------|
|  | Week<br>15 | Revision | CO1<br>CO6 | to | Lecture |
|--|------------|----------|------------|----|---------|