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Finance & Investing

# M&A and Corporate Strategy





Columbia Business School,  
Manhattanville Campus,  
New York City.

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# Overview

Strategic growth is on the minds of executives across the globe.

Columbia Business School Executive Education's **M&A and Corporate Strategy** program offers a myriad of opportunities. Still, it also provides operational challenges to the buyer and threats to those on the receiving end of a takeover. Learn a proven offensive and defensive framework, and understand the strategy, execution, legal components, and risks involved in M&A.

## Key Benefits

With this **M&A and Corporate Strategy** program, participants will have an opportunity to:

- Deep dive into the M&A process from deal sourcing through transaction closing
- Analyze the strategic rationale for and against an M&A transaction
- Explore the role of valuation in the M&A process and examine different valuation methods and the math behind the deal
- Explain how to capture value through M&A and create synergies of revenue and cost
- Examine the best practices of due diligence, deal documentation, and transaction structuring in M&A transactions
- Evaluate the M&A process of a real-world merger and determine whether the parties involved derived the «benefit of the bargain»

## Participant Profile

The **M&A and Corporate Strategy** program is suitable for:

- Senior-level executives (CEO, CFO, CIO, COO) overseeing organizational growth and investment strategies
- Mid-level finance and investment managers, such as Financial Analysts, CPAs, Actuaries, and Investment Managers
- Professionals with a background in corporate finance, capital markets, or investment management
- Individuals with a strong understanding of financial concepts like DCF models, risk and return, and asset valuation
- Consultants, legal advisors, and paralegals specializing in M&A transactions
- Executives seeking a comprehensive grasp of M&A dynamics for informed leadership





# Learning Journey

Theory meets practice in this four-day M&A program that helps participants understand the intricacies of mergers and acquisitions and features in-depth and research-led analysis taught by faculty who are world leaders in their field and at the forefront of finance and investing. Participants will engage with real-world case studies and hear insights from dynamic guest speakers from the industry.

Sessions include	Case study sessions include
— What is M&A?	— Analyzing Investment Alternatives
— What are the Four Basic Truths of M&A?	— Analyzing Strategic Alternatives in a White Space
— How Does Valuation Fit into the M&A Deal Process?	— Protecting the Benefit of the Bargain
— What are the Main Tools for Maximizing Success in an M&A Transaction?	— Sun Products
— How Does Strategy Inform the M&A Process?	— The Golden Ticket
— What Does Success Look like in an M&A Transaction?	— The People Problem in Mergers
— How Do You Put the Deal Together?	

Sessions, case studies, and guest speakers are subject to change at faculty discretion.



**Donna Hitscherich,**  
Faculty Director

# Faculty Director



## Donna Hitscherich

Senior Lecturer, Business, Finance, and Economics  
Director, Private Equity Program  
Columbia Business School

Donna Hitscherich serves as director of the Private Equity Program and is a Bernstein Faculty Leader at the Sanford C. Bernstein & Co. Center for Leadership and Ethics. She teaches Corporate Finance, Business Law, Mergers and Acquisitions, and Advanced Corporate Finance.

Prior to her academic career, she was an investment banker and mergers and acquisition specialist, working with CS First Boston, JP Morgan &Co Inc., and Banc of America Securities.

Prior to those roles, she was a corporate lawyer, specializing in mergers and acquisitions. She holds a BS and JD from St. John's University and an MBA from Columbia Business School. Hitscherich is also a certified paramedic in the State of New York.

[Read full bio](#)

Additional Columbia Business School faculty may contribute to and teach in the program along with Donna Hitscherich.

# Contributing Faculty



**Jerry Kim**

Adjunct Assistant Professor  
of Business, Management Division

[Read full bio](#)



**Alfred Drewes**

Director, Executive in Residence  
Program

[Read full bio](#)

# Guest Speakers



**Angela Jung**

Consultant, Technology  
& Cyber Security

[Read full bio](#)



**Andrew Langer**

Executive Director at Moelis  
& Company

[Read full bio](#)



**Jeff Mizrahi**

Founder, Partner, MFG Partners

[Read full bio](#)



**Tao Tan**

Partner, Perception Capital Partners

[Read full bio](#)





# Certificate in Business Excellence

## Earn a Certificate

Earn your Certificate in Business Excellence by earning **18 certificate credits** over four years. Create your customized learning path, assembling programs in any or all categories (general management, finance and investing, leadership, strategy and innovation, marketing, digital business, negotiation and decision making, corporate governance, and business and society) and formats (in-person, live online, or online) that will best help you meet your professional development goals.

Upon completion of this program, you will earn **four** credits towards a certificate with select alumni and tuition benefits.



Certificate holders receive select Columbia Business School alumni benefits and join a powerful, global network of over **49,000 alumni**.

As part of our community, you benefit from lifelong networking and professional development opportunities, including invitations to alumni events and programs around the world, a lifetime Columbia Business School forwarding email address, and more.





# Dates & Fees

Date	Cost	CIBE Credits	Format	Location
September 17–20, 2024	\$9,950	4	 In Person	Manhattanville, NYC
March 18–21, 2025	\$9,950	4	 In Person	Manhattanville, NYC

**Please note:**

Please contact us for details about the agenda.  
Dates and fees are subject to change.  
Preferred pricing is available for groups of two or more. To inquire, email [execed@gsb.columbia.edu](mailto:execed@gsb.columbia.edu)

# Contact Us

If you have questions about the program or are interested in enrolling or sponsoring someone in your organization, please don't hesitate to contact us:

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