

Bachelor Degree in Business Administration and Management and Business Transformation

Course: Mergers and business acquisitions

Subject: Accounting and finance

Credits: 6 ECTS

Program: Bachelor

Modality: On-Site

Year: Third

Semester: Second

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2. Presentation

The subject raises the valuation knowledge of companies to transform. The subject helps students understand corporate movements by focusing on creating value in them and their different metrics. It analyzes the potential synergies of the transaction as a basic source of value generation in mergers and acquisitions in order to transform the business and grow. Using practical examples and using the aforementioned value creation metrics as a reference, the valid reasons and invalid reasons for justifying M&A operations of companies in the sustainable transformation phase are analysed.

3. Learning outcome of the degree

- RAT1 - The graduate will be able to recognize the tasks of the different functional areas within a company or organization, taking into account previous theoretical learning about business structures.
- RAT2 - The graduate will identify the moral and ethical principles related to legal and social responsibility, derived from business action through theoretical learning of the regulations that apply to companies.
- RAT3 - The graduate will be able to identify economic, environmental, political, sociological and technological factors at the local, national and international levels and their impact on organizations through research-based learning in business environments.
- RAT4 - The student will describe the techniques of management in the development of business organizations by means of different written tests.
- RAT5 - The graduate will describe the characteristics of the institutions and procedures of the Spanish and European legal system and their impact on the business environment, by means of a written or oral test.
- RAT6 - The graduate will be able to understand the different data analysis techniques used to assess the feasibility of a business project.
- RAT7 - The student, after completing the Degree, will be able to identify the HR principles and practices of organizations through real-world case study learning
- RAT8 - The graduate will be able to provide a detailed description of the principles of occupational risk assessment as well as the action plans required to implement them in a company.
- RAT9 - The student will be able to provide clear and precise explanations of any knowledge/information, both orally and in writing, in Catalan, Spanish and a third language, particularly English.
- RAT10 - The student will be able to apply digital technologies (at the right time) in his/her field of expertise.
- RAT11 - After completing the Degree, the student will be able to apply the teamwork techniques in an autonomous way.

- RAT12 - The graduate will be able to develop both traditional and digital marketing and promotional projects in a business environment.
- RAT13 - The graduate will be able to analyze the economic operations of companies, which have been carried out in the financial markets.
- RAT14 - The graduate will be able to apply in an effective way the principles of quality management and continuous improvement of organizations by means of a simulation of the implementation of a quality system in a company.
- RAT15 - The graduate will be able to analyze the possible solutions to a legal problem in the business environment.
- RAT16 - The graduate will be able to understand the economic-financial information of business entities and institutions in relation to their environment.
- RAT17 - After completing the degree, the graduate will be able to apply techniques to analyze and solve problems in changing business environments through the implementation of challenges and problem-solving methods.
- RAT18 - The student will be able to provide innovative, creative and entrepreneurial solutions in professional situations.
- RAT19 - The student will be able to evaluate the sustainability and social impact of the proposals presented, with ethical, environmental and professional responsibility.
- RAT20 - The student will be able to apply the gender perspective in the professional tasks.
- RAT21 - The graduate will be able to verify the economic-financial information of business organizations and institutions with regard to their environment, by analyzing the companies' profit and loss accounts.

4. Learning outcomes of the subjects

- RAM1 - The student will be able to prepare a firm's economic and financial statements for further analysis through problem-based learning.
- RAM2 - The student will be able to accurately generate the financial planning of a company to evaluate its viability through simulations of real cases.
- RAM4 - The student will be able to correctly optimize the results of an organization with the application of the characteristics of the financial market, national and international, through the technique of learning by doing.
- RAM6 - The student will be able to properly assess companies and possible mergers and acquisitions for business transformation by performing collaborative group work.
- RAM7 - The student will be able to propose in a clear way the necessary requirements for the search of financing for the digital transformation of the company, through the learning based on problems.
- RAM8 - The student will be able to correctly create a detailed study on the viability of a company by applying the theoretical knowledge learned.

5. Contents

- Traditional financing decisions and market efficiency.
- Buying and selling possibilities of companies
- Dividend Policy and Equity Market Capital Structure.
- Risk in investment analysis and risk mitigation strategy.
- Quantifying the risk of investments and the effect of correlations between them, and between several markets.
- Using the Fintech and Blockchain market for organizational transformation
- Business valuation, Mergers and acquisitions for business development
- Application through examples and exercises of Corporate Social Responsibility to ensure a better sustainable community and continuity in awareness of its importance.

6. Methodology

Learning outcomes developed	Teaching methodology	Training activities
Knowledge	Master class	Teacher's presentations
	Instructional sessions	Student's presentations
	Tutoring	Meetings for the resolution of doubts
	Learning based on readings	Reading and analysis of documents
Skill	Learning based on projects	Problem solving
	Learning based on audio-visual	Audiovisual analysis
	Case-based learning	Search and processing of information. Problem solving
Competence	Project-based work	Reporting Submissions of reports or papers

7. Evaluation

Evaluation system	Weight
Continuous evaluation: exercises, problems, reporting, papers, case studies	40 %
Mid-term exam	20 %
Final exam	40 %

When computing the final grade, the on-going activities (participation, in-class quizzes, seminar cases and group projects, midterm exam) will be weighted only if the final exam grade is equal to or greater than 4.0. Therefore, to obtain a passing course grade, the final exam grade must be equal to or greater than 4.0. If the final exam grade is less than 4.0, the final exam grade becomes the final course grade, irrespective of the other grades. Students must take the final exam if they want to receive a quantitative course evaluation. Students who do not sit the final exam will receive a "No Show" overall course grade.

"The maximum grade that students may obtain on the reevaluation tests [...] shall be 5,0. In addition, "the grade of the reevaluation tests will, in any case, constitute the final grade of the subject". Thus, only those students who having completed the partial exam, the final exam and have completed 100% of the activities of continuous assessment of the subject, are suspended (final grade of the subject less than 5) will be entitled to the exam."

Single Evaluation: The single assessment consists of a single examination equivalent to 100% of the grade of the subject. The exam, and therefore the subject, is passed with a grade of 5 out of 10 in this final test.

To benefit from the single assessment, it is necessary to send the teacher a written request during the first 15 working days of the course.

8. Bibliografía

- Duran, X. M. (2023). *Fusiones y adquisiciones en las pymes: Una guía práctica de las operaciones de M&A*. Libros de Cabecera.
- Antor, R. P. (2023). *Fusiones y adquisiciones: De los primeros contactos y negociación a la posadquisición*. Profit Editorial.
- Déniz Mayor, J. J. (2023). Reseña de libro: Introducción a la valoración de empresas.

- Cadelo Herrero, G. (2022). Fusiones y adquisiciones de empresas: análisis opa sobre Activision Blizzard.

Otros:

- Gómez Arbiol, P., & Alcalde Fradejas, N. Las fusiones y adquisiciones de empresas: Fusión por absorción de CaixaBank a Bankia.