



Georgia Christian University

**Merger and Acquisition
BLAW 404**

Fall Semester, 2011
Mon 12:30-2:45 pm

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COURSE SYLLABUS

Course: E 404 Merger and Acquisition
Room:
Professor: Jong Won Park, J.D.
Hour: Mon 12:30-2:45 pm

Catalogue Description:

The course provides an understanding of the issues arising in business acquisition (and divestiture) transactions. Coverage is given theories underlying acquisitions, alternative acquisition techniques and planning considerations that bear on the choice among those techniques.

Course Goal and Objectives:

The primary objective of this course is to survey the process of the process of mergers and acquisitions, develop your skills in the design and evaluation of these transactions. Specifically, upon completion of the course students will:

- Master the language and process of M&A
- Identify M&A issues worthy of attention
- Analyze an M&A transaction rigorously
- Appreciate the multi-dimensional complexity and integrated nature of M&A

TEXTBOOKS

Required Books:

- Andrew J. Sherman. *Mergers and Acquisitions from A to Z*, Third Edition, AMACOM, 2010.

Recommended Readings:

- Dale A. Oesterie. *Mergers and Acquisitions in a Nutshell*, Thomson West, 2 Edition, 2006.

REQUIREMENTS

Requirement Summary:

- Class Attendance & Participation (30%)
- Mid-term Exam (30%)
- Final Exam (40%)

1. Class Participation:

No Academic Record shall be given to any student not fulfilling attendance by Georgia Christian University Bylaw: students with more than 3 class session absences without prior notice.

Three tardinesses will be considered equivalent to one absence.

Grading Scale:

100 – 94	A	69 – 67	D+
93 – 90	A-	66 – 64	D
89 – 87	B+	63 – 60	D-
86 – 84	B	59 – 0	F
83 – 80	B-		
79 – 77	C+		
76 – 74	C		
73 – 70	C-		

Note:

1. Submission of Assignments:

- All assignment must be submitted by the due date.
- A fully completed Assignment Cover Page must be attached to each assignment.
- All assignment or exam should be submitted to the lecturer in charge.
- Do **NOT** send the assignment to the professor via e-mail.

2. “Incomplete” Work:

If you do not submit an assignment (an examination) by the due date, the final grade will be given an “I” which means incomplete. When you eventually submit the assignment, it can only be awarded a lower grade than the standard grade.

The extended time cannot exceed four weeks from the end of the term. If you do not submit an assignment by the due date, an “I” will be changed to an “F”.

- 3.** Individuals with documented impairments who may need special circumstances for quizzes, classroom participation, or assignments should contact the instructor at the beginning of the semester in order for a special arrangement to be considered.

CLASS SCHEDULE

*The syllabus is subject to change and adjustment.

<u>Date:</u>	<u>Topic:</u>	<u>Materials:</u>
Aug 22	Introduction to the course The Basic of M&A	Sherman, Ch1
Sep 29	Preparing for the Dance: The Seller's Perspective	Sherman, Ch2
Sep 5	Initiating the Deal: The Buyer's Perspective	Sherman, Ch3
Sep 12	The letter of Intent and Other Preliminary Matters	Sherman, Ch4
Sep 19	Due Diligence	Sherman, Ch5
Sep 26	An Overview of Regulatory Consideration	Sherman, Ch6
Oct 3	Structuring the Deal	Sherman, Ch7
Oct 10	Mid-term Exam	
Oct 17	Valuation and Pricing of the Seller's Company	Sherman, Ch8
Oct 24	Financing the Acquisition	Sherman, Ch9
Oct 31	The Purchase Agreement and Related Legal Documents	Sherman, Ch10
Nov 10	Keeping M&A Deals on Track: Managing the Deal Killers	Sherman, Ch11
Nov 7	M&A cases in Korea: Guest Speaker: Tae Hoon Lee, Author of "Hostile M&A in Korea"	
Nov 14	Post-closing Challenges	Sherman, Ch12
Nov 21	Alternatives to M&A	Sherman, Ch13
Nov 28	No Class (Thanksgiving Break)	
Dec 5	Final Exam	