



Canadian Petroleum Training Institute Ltd.

EXAMPLE

COURSE OUTLINE

ACQUISITIONS AND MERGERS

Introduction to Mergers and Acquisitions

Selection of Potential Company

- Selection Criteria
- Friendly
- Hostile

Economic Evaluation of Prospective Acquisitions

- Friendly
- Hostile

Types of Partnerships

- Strategic Alliances
- Joint Ventures

Legal and Regulatory Framework

- Country Issues
- International Law
- Public Companies
- Due Diligence
- Disclosure Requirements

Tax Considerations

- Two Companies from One Country
- Companies from Two Countries

Acquisition and Merger Strategies

- Friendly
- Hostile

Purchasing Agreements

- Warrantees and Covenants
- Purchase Policy
- Purchase Price
- Conditions to Closing
- Escrow
- Indemnification