

Indian Institute of Management Ahmedabad

in association with

Strategic Management Forum

and

All India Council of Technical Education, New Delhi

announces

Elective Course in

Management Teacher's Programme on

**Mergers Acquisition and
Corporate Restructuring**

April 11 - 16, 2005

at

IIMA Campus, Ahmedabad



Mergers, Acquisitions and Corporate Restructuring

April 11 - 16, 2005

During the last two decades or so, the global industrial landscape had been completely redrawn by the forces of globalization, deregulation and unprecedented technological development. Companies have responded to the competitive pressures unleashed by these forces through extensive repositioning programmes involving mergers, acquisitions, alliances, divestitures and demergers. Back home in India most Indian companies and business groups would seem to have been caught unawares initially by the momentous and rapid changes brought about by the economic reforms. However after the tentativeness of the early years of reform, several of them would seem to have come to terms with the new realities of an intensively competitive domain and have been undertaking extensive restructuring both at the operational and at the strategic levels. As Indian companies stand on the threshold of the next phase of growth it is inevitable that several of them would find themselves required to make more decisive choices in respect of the portfolio of businesses in their stable. In the process, Indian companies – public sector included – would be increasingly called upon to pursue focused growth through mergers and acquisition on the one hand, and divestiture and demerger on the other.

In this scenario it is important that the management teachers are fully alive to the complex issues associated with M&A based growth strategies so that they, in turn, are able to sensitise the students of management through teaching and research. This programme is offered by Indian Institute of Management, Ahmedabad (IIMA) in association with Strategic Management Forum (SMF) and All India Council of Technical Education (AICTE), New Delhi to familiarize the management teachers with the M&A and restructuring phenomena.

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Management teachers who have participated in the foundation as well as other elective courses in the Management Teachers Programme. Preference may be given to regular, experienced faculty of AICTE approved management institutions, who are already teaching strategic management and allied courses.

PROGRAMME STRUCTURE AND CONTENT

Programme objectives

The programme seeks to equip with the participants with:

- Holistic and integrated perspective of corporate development through mergers and acquisitions (M&A)
- Sound understanding of the strategic and financial drivers of restructuring through divestiture and demerger.
- Sharp insights into the shareholder value implications of strategic decisions, and
- Overall appreciation of the relevant regulatory issues and their implications for transaction structuring

Programme content

The programme would cover the following topics in various sessions:

- Value creation and corporate development
- Strategic underpinnings and competitive drivers of mergers, acquisitions and other forms of restructuring transactions.
- Target selection and evaluation.
- Valuation for restructuring
- Deal financing
- Tax and regulatory aspects and transaction structuring
- Organising for M&A led-growth: planning and integration issues
- Takeover defence, corporate governance and financial reporting dimensions
- Lessons from the spectacular mega-mergers of recent times

PEDAGOGY

The programme pedagogy would include lecture, analysis and discussion of cases involving Indian and international companies, role play and review of alternative teaching methodologies.

PROGRAMME FACULTY

The core resource persons for the programme would primarily consist of IIMA faculty.

In addition, experience sharing sessions by industry practitioners are also envisaged to enrich the programme.

NOMINATION AND REGISTRATION FEE

The programme is fully residential. Nominations in the enclosed form for the course, "Mergers, Acquisitions and Corporate Restructuring" along with the advance towards the nomination fee (Demand Draft of Rs.5000/-) may be sent to Manager - MDA, Indian Institute of Management, Vastrapur, Ahmedabad 380 015 by March 15, 2005. The Demand Draft should be drawn in favour of 'SMF-Management Teachers Programme" payable at any scheduled bank at Lucknow.

Final selection of participants would be done on the basis of participants' profile and other relevant considerations.

The prospective participants are kindly requested to note that *they should plan for their participation only on receipt of confirmation of acceptance of their nomination by IIMA*. Participants are also requested not to bring any guests.

ABOUT IIMA

Indian Institute of Management, Ahmedabad (IIMA), was set up by the Government of India in collaboration with the Government of Gujarat and Indian industry as an autonomous institution in 1961. The Institute provides education, training, consulting, and research facilities in management.

The Institute conducts the following major programmes:

- Two-Year Post-Graduate Programme in Management (equivalent to MBA)
- Two-Year Post-Graduate Programme in Agribusiness Management (equivalent to MBA)
- Fellow Programme in Management (equivalent to Ph.D.)
- Management Development Programmes (MDPs) for industry, business, agricultural and rural sectors, and public systems covering education, health, transport, and population. In the last 42 years, over 37,000 managers have participated in various MDPs.
- Faculty Development Programme for teachers in universities and colleges.

The Institute has about 84 faculty members working in the following management areas and sectors:

DISCIPLINARY AREAS ❖ Business Policy • Communications • Economics • Finance and Accounting • Marketing • Organizational Behaviour • Personnel and Industrial Relations • Production and Quantitative Methods

INTERDISCIPLINARY CENTRES AND GROUPS ❖ Centre for Management in Agriculture • Centre for Regional Management Studies • Computer and Information Systems Group • International Management Group • Public Systems Group • Ravi Matthai Centre for Educational Innovation

Kasturbhai Lalbhai Management Development Centre (KLMDC) provides an academic and learning environment for participants in the management development programmes. Its location on the campus encourages and facilitates interaction between participants and the faculty. Participants can also take advantage of the Institute's library and computer facilities. Accommodation is provided in 64 air-conditioned furnished double rooms. There is a separate dining hall, a reading lounge, classrooms (with audio-visual and computer projector facilities), and a Computer Lab equipped with a PC LAN with Internet connectivity. Participants have access to campus facilities for outdoor games.

ABOUT THE STRATEGIC MANAGEMENT FORUM

Strategic Management Forum is an association of strategic management professionals from industry, academia and public administration fields, to propagate the concept and practice of strategic management in the country. Registered as a non-profit organization in January 1997, it has leading management institutions and professionals as its institutional and individual members. The Forum has been organizing conferences at leading management institutions of the country, covering important issues for advancement of theory and practice of strategic management.

The professional individual membership of the Forum is open to the academicians, managers and administrators having demonstrated interest in strategic management. Business organizations and academic institutions engaged in teaching/training of strategic management can become institutional members.

**INDIAN INSTITUTE OF MANAGAMGMENT, AHMEDABAD
&
STRATEGIC MANAGEMENT FORUM**

**Management Teachers' Programme
Elective Course: Mergers & Acquisitions
at Indian Institute of Management, Ahmedabad
(April 11- 16, 2005)**

Registration Form

Profile of the nominee

Name: _____

Male/Female: _____ Age: _____

Designation: _____

Organization: _____

Address for communication: _____

_____ City _____

Phone: (O) _____ (R) _____

Fax: _____ Mobile No.: _____

Email: _____

Academic qualifications

Degree	Subject(s)	Year	College/University
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Area/field of specialization: _____

Courses taught: _____

Participant's Roll No. for the Foundation Course:

Is the nominee teaching any Strategic Management Course? Yes No

Is the nominee a regular faculty of the Institute? Yes No

Is the Institute approved by AICTE Yes No

(A certificate from the Institute head is required for consideration of refund of registration fee)

Particulars of advance towards Registration Fee

DD no: _____ for Rs. _____

(Rupees _____)

Dt. _____ drawn on _____

_____ payable at Lucknow

DD should be drawn in favour of "SMF - Management Teachers Programme" payable at any scheduled bank at Lucknow.

If you wish to register more than one person for the convention, please use a photocopy of the registration form or download from Forum's website. Online registration facility would also be available on the Forum's website at www.smfi.org

The registration form(s) duly filled in along with the requisite registration fee should be sent so as to reach the coordinator by March 15, 2005 at the following address:

Manager - MDA
Indian Institute of Management
Vastrapur, Ahmedabad 380 015
Tel: 91-79-2632 4071-7 • **Fax:** 91-79-2630 0352 (MDP)/ 2630 6896 (General)
Email: mdp@iimahd.ernet.in

For any queries:
Email: venkites@iimahd.ernet.in • **Tel:** 91-79-2632 4873