



Consulting and Training | Reach New Heights

Course Name

Mergers & Acquisitions Legal Practice

Sector Name

Legal and Corporate Law

Document Type

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Mergers & Acquisitions Legal Practice

Course Introduction

Mergers and acquisitions bring together strategic opportunity and significant legal complexity. A transaction must move through interconnected decisions involving deal structure, ownership, negotiations, documentation, approvals, conditions, liability allocation, and closing requirements. When these elements are handled separately rather than as one transaction journey, legal gaps can delay completion, weaken negotiating positions, or leave parties exposed after the deal closes.

Boost Consulting & Training offers this course to develop practical capability in managing the legal lifecycle of M&A transactions. The program takes participants from understanding the proposed deal and selecting an appropriate transaction structure through negotiation and transaction documentation to conditions, signing, closing, and post-closing legal matters. The emphasis is on how legal professionals contribute to moving a transaction forward while protecting the organization's position at critical deal stages.

The main concept of this course is to manage an M&A transaction as a connected legal journey in which structure, negotiation, documentation, risk allocation, and closing decisions work together to achieve a legally secure deal.

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Target Audience

- ✓ Corporate lawyers and legal counsel
- ✓ Mergers and acquisitions professionals
- ✓ Corporate development and transaction teams
- ✓ Legal and corporate affairs professionals involved in business acquisitions or disposals

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Learning Objectives

- ✓ Explain the legal lifecycle of mergers and acquisitions.
- ✓ Compare different transaction structures and their legal implications.
- ✓ Identify key legal considerations affecting the negotiation of an M&A deal.
- ✓ Understand the purpose and interaction of principal transaction documents.
- ✓ Evaluate mechanisms used to allocate transaction risk between parties.
- ✓ Manage conditions, approvals, and dependencies leading to completion.
- ✓ Coordinate legal activities during signing and closing.
- ✓ Identify post-closing legal actions required to complete the transaction effectively.

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Course Outline

✓ DAY 01

Structuring the M&A Deal

Understanding the Transaction Landscape

- ✓ Examine strategic deal objectives from a legal transaction perspective.
- ✓ Distinguishing acquisitions, mergers, disposals, and other forms of corporate combination.
- ✓ Identify the parties, interests, assets, and legal relationships involved in the proposed deal.

Selecting the Transaction Structure

- ✓ Compare share-based and asset-based acquisition structures.
- ✓ Assess how structure influences liabilities, ownership transfer, and implementation.
- ✓ Complete a Deal Structuring Challenge and recommend an appropriate transaction route.

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Course Outline

✓ DAY 02

Shaping the Deal through Negotiation

Establishing the Transaction Position

- ✓ Identify the principal legal and commercial matters requiring agreement between the parties.
- ✓ Examine preliminary terms, exclusivity, confidentiality, and negotiation arrangements.
- ✓ Determine which issues should be resolved before detailed documentation begins.

Negotiating Legal Deal Terms

- ✓ Balance buyer and seller interests across key transaction issues.
- ✓ Identify negotiation priorities, concessions, and non-negotiable protections.
- ✓ Conduct an M&A Negotiation Simulation involving competing buyer and seller positions.

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Course Outline

✓ DAY 03

Building the Transaction Agreement

Designing the Legal Architecture of the Deal

- ✓ Examine the function and interaction of principal M&A transaction documents.
- ✓ Translate negotiated commercial terms into clear contractual mechanisms.
- ✓ Align definitions, obligations, timelines, and completion requirements across the documentation.

Allocating Transaction Risk

- ✓ Examine warranties, representations, indemnities, limitations, and other protective mechanisms.
- ✓ Determine how identified risks can be allocated between buyer and seller.
- ✓ Complete a Deal Protection Exercise to design appropriate contractual responses to transaction risks.

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Course Outline

✓ DAY 04

Managing the Path to Completion

Controlling Conditions and Approvals

- ✓ Identify corporate, contractual, regulatory, and other conditions affecting completion.
- ✓ Track dependencies that must be satisfied before the transaction can proceed.
- ✓ Address circumstances where a required condition is delayed or cannot be achieved.

Preparing for Signing and Closing

- ✓ Coordinate documents, approvals, deliverables, and responsibilities across the transaction team.
- ✓ Distinguish actions required at signing from those required at completion.
- ✓ Build an M&A Closing Checklist for a multi-party transaction scenario.

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Course Outline

✓ DAY 05

Closing and Securing the Transaction

Executing the Deal

- ✓ Manage the legal sequence of closing actions and document exchanges.
- ✓ Verify satisfaction of agreed conditions and completion requirements.
- ✓ Respond to last-stage issues that could affect successful closing.

Managing Post-Closing Legal Actions

- ✓ Identify outstanding obligations, filings, transfers, notifications, and contractual actions.
- ✓ Monitor commitments that continue after ownership or control have been transferred.
- ✓ Complete an M&A Deal Execution Simulation covering the transaction from agreed structure through successful closing.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 28, 2026	Jan. 1, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
Jan. 31, 2027	Feb. 4, 2027	5 days	4950.00 \$	Spain , Barcelona
March 21, 2027	March 25, 2027	5 days	4250.00 \$	Qatar , Doha
May 17, 2027	May 21, 2027	5 days	4250.00 \$	UAE , Dubai

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