MMBA8058
Corporate Acquisitions
Term 1, Online-scheduled-weekday 2024
Department of Applied Finance

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**General Information**

Unit convenor and teaching staff  
Jason Talbot  
jason.talbot@mq.edu.au  

Credit points  
10  

Prerequisites  
((MGSM840 or MMBA8040) and (MGSM835 or MMBA8035)) or Admission to Master of Applied Finance or Graduate Diploma of Applied Finance

Corequisites

Co-badged status

Unit description  
The study of corporate mergers/acquisitions is truly interdisciplinary. The unit will draw on material from the fields of strategy, accounting, law, economics and corporate finance. The unit broadly covers each of the following topics: (1) Evaluation of the strategy and motives for acquisitions; (2) Valuing targets to determine optimum acquisition price; (3) Financing considerations for acquisitions; (4) Deal design and structure; (5) The common forms of corporate combinations and their motivation; (6) Due diligence; and (7) transactions planning and implementation.

**Important Academic Dates**

Information about important academic dates including deadlines for withdrawing from units are available at [https://www.mq.edu.au/study/calendar-of-dates](https://www.mq.edu.au/study/calendar-of-dates)

**Learning Outcomes**

On successful completion of this unit, you will be able to:

- **ULO1**: Examine key factors relevant to corporate transactions in order to make well developed and commercially robust business decisions involving mergers, acquisitions and divestments.
- **ULO2**: Assess and analyse stakeholder interests relevant to corporate development strategies involving mergers, acquisitions and divestments with a view to creating value for the firm and arising benefits to its stakeholders.
- **ULO3**: Explore issues relating to transaction implementation processes to ensure the
success of the corporate transaction.

**General Assessment Information**

**Late Assessment Submission Penalty (written assessments)**

Unless a Special Consideration request has been submitted and approved, a 5% penalty (of the total possible mark) will be applied each day a written assessment is not submitted, up until the 7th day (including weekends). After the 7th day, a grade of ‘0’ will be awarded even if the assessment is submitted. Submission time for all written assessments is set at 11.55pm. A 1-hour grace period is provided to students who experience a technical concern.

For any late submissions of time-sensitive tasks, such as scheduled tests/exams, performance assessments/presentations, and/or scheduled practical assessments/labs, students need to submit an application for **Special Consideration**.

**Assessment Tasks**

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<tr>
<th>Name</th>
<th>Weighting</th>
<th>Hurdle</th>
<th>Due</th>
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<tr>
<td>Syndicate Assignment</td>
<td>35%</td>
<td>No</td>
<td>Week 11</td>
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<tr>
<td>Quizzes</td>
<td>30%</td>
<td>No</td>
<td>Week 5</td>
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<tr>
<td>Individual Assignment</td>
<td>35%</td>
<td>No</td>
<td>Week 8</td>
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**Syndicate Assignment**

Assessment Type: Project

Indicative Time on Task: 25 hours

Due: **Week 11**

Weighting: 35%

Students will work in small groups to produce a Report and a Board Presentation that addresses a proposed transaction (as developed by each group). This includes the submission of a Report (MSWord or similar, maximum 4,000 words) and an Executive Summary Board Presentation (voice over Powerpoint or similar, maximum of 12 slides)

On successful completion you will be able to:

- Examine key factors relevant to corporate transactions in order to make well developed and commercially robust business decisions involving mergers, acquisitions and divestments.
- Assess and analyse stakeholder interests relevant to corporate development strategies.

https://unitguides.mq.edu.au/unit_offerings/166747/unit_guide/print
involving mergers, acquisitions and divestments with a view to creating value for the firm and arising benefits to its stakeholders.

• Explore issues relating to transaction implementation processes to ensure the success of the corporate transaction.

Quizzes
Assessment Type 1: Quiz/Test
Indicative Time on Task 2: 20 hours
Due: Week 5
Weighting: 30%

Two quizzes consisting of multiple choice/short answer questions will be held online and/or in class.

On successful completion you will be able to:

• Examine key factors relevant to corporate transactions in order to make well developed and commercially robust business decisions involving mergers, acquisitions and divestments.

• Assess and analyse stakeholder interests relevant to corporate development strategies involving mergers, acquisitions and divestments with a view to creating value for the firm and arising benefits to its stakeholders.

• Explore issues relating to transaction implementation processes to ensure the success of the corporate transaction.

Individual Assignment
Assessment Type 1: Case study/analysis
Indicative Time on Task 2: 25 hours
Due: Week 8
Weighting: 35%

Students will submit a 3,000 word report analysing a case study.

On successful completion you will be able to:

• Examine key factors relevant to corporate transactions in order to make well developed and commercially robust business decisions involving mergers, acquisitions and
divestments.

- Assess and analyse stakeholder interests relevant to corporate development strategies involving mergers, acquisitions and divestments with a view to creating value for the firm and arising benefits to its stakeholders.
- Explore issues relating to transaction implementation processes to ensure the success of the corporate transaction.

If you need help with your assignment, please contact:

- the academic teaching staff in your unit for guidance in understanding or completing this type of assessment
- the Writing Centre for academic skills support.

Indicative time-on-task is an estimate of the time required for completion of the assessment task and is subject to individual variation

Delivery and Resources
Weekly online - Refer to iLearn

Unit Schedule
Week 1 - Thursday 11 January 2024 - Introduction to Corporate Transactions
Week 2 - Thursday 18 January 2024 - Value creation
Week 3 - Thursday 25 January 2024 - Transaction risks
Week 4 - Thursday 1 February 2024 - Private treaty transactions
Week 5 - Thursday 8 February 2024 - Private treaty transactions
Week 6 - Thursday 15 February 2024 - Mid-unit quizzes
Week 7 - Thursday 22 February 2024 - M&A simulation exercise
Week 8 - Thursday 29 February 2024 - Transaction negotiations
Week 9 - Thursday 7 March 2024 - Takeovers
Week 10 - Thursday 14 March 2024 - Review

Unit information based on version 2024.03 of the Handbook