



MMBA8058

Corporate Mergers & Acquisitions: Adopting a Holistic Approach

Term 3, In person-scheduled-infrequent, City 2025

Department of Applied Finance

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General Information

Unit convenor and teaching staff

Jason Talbot

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Credit points

10

Prerequisites

(MMBA8040 and MMBA8035) or Admission to MAppFin or GradDipAppFin

Corequisites

Co-badged status

Unit description

Embark on a multi-disciplinary journey into the intricate world of corporate mergers and acquisitions (M&A). This unit will help you transform from a bystander to a critical player in the dynamic world of corporate deal-making. Drawing on strategy, accounting, law, economics, and finance, this unit will equip you with the skills to transform businesses through strategic acquisitions and divestments. Engage in a comprehensive study encompassing various facets of M&A, including strategy evaluation, target valuation techniques, financing considerations, deal structuring, and the diverse forms of corporate combinations. Gain a deep understanding of the strategic motives driving acquisitions and the critical role of due diligence in transaction success. Navigate through deal planning and implementation complexities, learning best practices for seamless execution. Through a blend of theoretical frameworks and practical case studies, emerge equipped to navigate the dynamic landscape of corporate acquisitions, strategically positioning your organisation for growth and success in today's and tomorrow's competitive business environment.

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>

Learning Outcomes

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

ULO1: Define the key strategic and value enhancing 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, deal structuring, and bid tactics relevant to corporate development strategies involving mergers, acquisitions, and divestments with a view to maximising value create and managing risk.

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 apply for Special Consideration.

Assessment Tasks

Name	Weighting	Hurdle	Due
<u>Professional Practice: Strategic Financial Analysis</u>	40%	No	Week 6
<u>Skills Development: Strategic Learning through Reflection</u>	20%	No	Week 9
<u>Participation</u>	40%	No	Week 10

Professional Practice: Strategic Financial Analysis

Assessment Type ¹: Project

Indicative Time on Task ²: 25 hours

Due: **Week 6**

Weighting: **40%**

The purpose of this assessment is for you to prepare a valuation for the proposed transaction, including adjustment required to financial projections based on a change of ownership.

You will prepare a written report analysing a case study, supported by excel spreadsheet.

Skills in focus:

- Work readiness
- Critical thinking

- Problem solving
- Communication

Deliverable: Written submission [max. 3,000 words]

Individual assessment

On successful completion you will be able to:

- Define the key strategic and value enhancing 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, deal structuring, and bid tactics relevant to corporate development strategies involving mergers, acquisitions, and divestments with a view to maximising value create and managing risk.
- Explore issues relating to transaction implementation processes to ensure the success of the corporate transaction.

Skills Development: Strategic Learning through Reflection

Assessment Type ¹: Essay

Indicative Time on Task ²: 20 hours

Due: **Week 9**

Weighting: **20%**

The purpose of this assessment is for you to deeply reflect on your knowledge and experience accrued on various in-class discussions and activities.

You will prepare a reflective essay on a chosen topic. The reflection essay will be in two parts: one a reflection on a simulation exercise; and one a reflection on a key theme or case study discussion.

Skills in focus:

- Critical thinking
- Discipline knowledge
- Communication

Deliverable: Written submission [max. 1,500 words]

Individual assessment

On successful completion you will be able to:

- Define the key strategic and value enhancing 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, deal structuring, and bid tactics relevant to corporate development strategies involving mergers, acquisitions, and divestments with a view to maximising value create and managing risk.
- Explore issues relating to transaction implementation processes to ensure the success of the corporate transaction.

Participation

Assessment Type ¹: Participatory task

Indicative Time on Task ²: 25 hours

Due: **Week 10**

Weighting: **40%**

The purpose of this assessment is for you to work with peers to demonstrate your capability in analysing a real-world transaction from the point of view of one of the parties to submit to the board.

You will prepare a written report and an executive summary board presentation to develop relevant deal metrics and valuations, possible issues and mitigation strategies and appropriate deal structure and tactics. You will also prepare an individual briefing responding to queries raised in the assessment instructions.

Skills in focus:

- Discipline knowledge
- Critical thinking
- Problem solving
- Collaboration
- Communication
- Work readiness

Deliverable: Written submission [max. 4,000 words] and group presentation [max. 12 slides]

Individual and group assessment

On successful completion you will be able to:

- Define the key strategic and value enhancing 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, deal structuring, and bid tactics relevant to corporate development strategies involving mergers, acquisitions, and divestments with a view to maximising value create and managing risk.
- Explore issues relating to transaction implementation processes to ensure the success of the corporate transaction.

¹ 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.

² 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

See iLearn

Policies and Procedures

Macquarie University policies and procedures are accessible from [Policy Central](https://policies.mq.edu.au) (<https://policies.mq.edu.au>). Students should be aware of the following policies in particular with regard to Learning and Teaching:

- [Academic Appeals Policy](#)
- [Academic Integrity Policy](#)
- [Academic Progression Policy](#)
- [Assessment Policy](#)
- [Fitness to Practice Procedure](#)
- [Assessment Procedure](#)
- [Complaints Resolution Procedure for Students and Members of the Public](#)
- [Special Consideration Policy](#)

Students seeking more policy resources can visit [Student Policies](https://students.mq.edu.au/support/study/policies) (<https://students.mq.edu.au/support/study/policies>). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

To find other policies relating to Teaching and Learning, visit [Policy Central](https://policies.mq.edu.au) (<https://policies.mq.edu.au>) and use the [search tool](#).

Student Code of Conduct

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: <https://students.mq.edu.au/admin/other-resources/student-conduct>

Results

Results published on platform other than [eStudent](#), (eg. iLearn, Coursera etc.) or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in [eStudent](#). For more information visit connect.mq.edu.au or if you are a Global MBA student contact globalmba.support@mq.edu.au

Academic Integrity

At Macquarie, we believe [academic integrity](#) – honesty, respect, trust, responsibility, fairness and courage – is at the core of learning, teaching and research. We recognise that meeting the expectations required to complete your assessments can be challenging. So, we offer you a range of resources and services to help you reach your potential, including free [online writing and maths support](#), [academic skills development](#) and [wellbeing consultations](#).

Student Support

Macquarie University provides a range of support services for students. For details, visit <http://students.mq.edu.au/support/>

Academic Success

[Academic Success](#) provides resources to develop your English language proficiency, academic writing, and communication skills.

- [Workshops](#)
- [Chat with a WriteWISE peer writing leader](#)
- [Access StudyWISE](#)
- [Upload an assignment to Studiosity](#)
- [Complete the Academic Integrity Module](#)

The Library provides online and face to face support to help you find and use relevant information resources.

- [Subject and Research Guides](#)
- [Ask a Librarian](#)

Student Services and Support

Macquarie University offers a range of [Student Support Services](#) including:

- [IT Support](#)
- [Accessibility and disability support](#) with study

- Mental health [support](#)
- [Safety support](#) to respond to bullying, harassment, sexual harassment and sexual assault
- [Social support including information about finances, tenancy and legal issues](#)
- [Student Advocacy](#) provides independent advice on MQ policies, procedures, and processes

Student Enquiries

Got a question? Ask us via the [Service Connect Portal](#), or contact [Service Connect](#).

IT Help

For help with University computer systems and technology, visit http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/.

When using the University's IT, you must adhere to the [Acceptable Use of IT Resources Policy](#). The policy applies to all who connect to the MQ network including students.

Unit information based on version 2025.07 of the [Handbook](#)