



Business, Management & Legal

Online Series in Mergers and Acquisitions

Offered in cooperation with
Global Window Partners, Inc.

This online, self-study sequential program provides a broad and strategic perspective along with a detailed examination of key elements of the mergers and acquisitions (M&A) process, including the various motives/reasons behind why companies decide to merge or acquire other companies.

Instruction also covers the tools needed to manage this complex process—from developing an acquisition strategy, to identifying targets, bringing the deal to a close, and thinking through integration issues.

Online Series in Mergers and Acquisitions

Offered in collaboration with Global Window Partners, the program consists of a series of online self-study courses that are presented in an intuitive, easy-to-navigate format that allows you the time and flexibility to effectively absorb the material on your own. Many of the materials for these online courses are adapted from the teachings of prominent faculty from UCLA's Anderson Graduate School of Management.

Upon successfully completing the program, you receive a testimonial certifying your completion. Successful completion is defined as completing the performance assessment and Knowledge Review questions, Q&A, and quiz.

Suggested Prerequisites

It is highly recommended that you complete X 1A and X 1B Principles of Accounting (or equivalent) and X 100 Business Economics (or equivalent) prior to enrolling in the program.

Required Core Courses

Each of the following core courses consists of 3-5 self-study modules, totaling approximately 60-72 hours of learning time. You are encouraged to complete the required courses prior to enrolling in any of the elective modules.

830	Fundamentals of Business Strategy
831.216	Introduction to Mergers and Acquisitions
831.217	Managing People and Culture in Mergers and Acquisitions
831.21	Financial Statement Analysis
831.3	International Mergers and Acquisitions
833.51	Fundamentals of Equity Valuation

Elective Modules (5 Required)

Each of the following elective modules total approximately 12.5-15 hours of learning time.

820.4	Economic and Strategic Fundamentals
831.215	Debt and Other Financing Sources
831.218	Effect of Taxation on Cash Flows
831.219	Introduction to Capital Budgeting
833.515	Effects of Inflation on Stock Valuation
833.516	The Equity Holder versus the Debt Holder
840.3	Introduction to Boards

Course Descriptions

Take advantage of early-enrollment pricing for the suggested prerequisites: save 10% on the fee listed herein if you enroll at least 1 month prior to the course start date. (Online offerings of these courses are higher than their classroom counterparts.) Early-enrollment pricing does not apply to the self-study online courses. *All course descriptions and fees are subject to change.*

Suggested Prerequisites

Principles of Accounting

X 1A Management 4 units \$470

An introduction to accounting theory, principles, and practice, covering the uses, communication, and processing of accounting information, as well as the recording, analyzing, and summarizing procedures used in preparing balance sheets and income statements. Other topics include accounting for purchases and sales, receivables and payables, cash and inventories, plant and equipment, depreciation and natural resources, intangible assets, and payrolls. Sole proprietorships and partnerships also are examined.

Principles of Accounting

X 1B Management 4 units \$470

This course covers corporations, analysis and interpretation of financial statements, and statements of cash flows, as well as examines accounting for operations of departments and manufacturing. Other topics include cost accounting systems and variable costing, budgeting as an aid to planning and control, authorization and issuance of capital stock, reporting the results of operations, bonds payable, income taxes, and business decisions. *Prerequisite:* X 1A Principles of Accounting.

Business Economics

X 100 Management 4 units \$395

This course examines the effort of the enterprise to secure profits and the nature of demand for its products. Topics include cost and production, allocation of resources through competition, forms of market competition, relation of size to efficiency, markets for productive factors, incentives and growth, and capital budgeting.

Required Core Courses

Fundamentals of Business Strategy (Online)

830 Management 1.2 CEU \$195

This 5-module course aims to provide a broad understanding of business strategy principles employed by successful corporations in today's business environment. Topics include understanding an organization's playing field and the importance of thoroughly understanding your industry, your company, and feasibility of your business model. The ramifications of strategic decisions on an organization and its ability to compete also are examined.

Introduction to Mergers and Acquisitions (Online)

831.216 Management 1 CEU \$175

This 4-module course provides an overview of mergers and acquisitions, and examines a broad range of topics, including the motives of buyers and sellers, the accounting method for mergers and acquisitions, valuation, and Weighted Average Cost of Capital (WACC). Instruction covers the aspects of negotiations that may or may not lead to a completed merger and provides examples of successful and unsuccessful mergers. The concept of a hostile takeover also is introduced and some of the ways a target company can defend itself against such a takeover is discussed.

Managing People and Culture in Mergers and Acquisitions (Online)

831.217 Management 1 CEU \$175

How well employee issues are addressed have a large influence on whether a merger or acquisition succeeds or fails. The emphasis of this 4-module course is on the people and human resource (HR) dimensions of mergers and acquisitions (M&A) integration strategy and the role that HR experts can contribute to a successful outcome. HR talent is covered and aspects of cultural and workforce integration that can contribute to successful implementation are highlighted. The course also deals with how M&A activity can stumble if employee and HR issues are ignored in the due diligence and integration phases of combination.

Financial Statement Analysis (Online)

831.21 Management 1 CEU \$175

This 4-module course provides a fundamental understanding of how to interpret accounting data presented in financial statements issued by corporations. Financial statement analysis is a method of interpreting accounting data in an effort to understand the current financial performance of an entity and to project its future health. The emphasis of this course is on analyzing financial statements of companies using simple ratio analysis techniques and analysis of the major financial statements: income statement, balance sheet, and statement of cash flows.

International Mergers and Acquisitions (Online)

831.3 Management 0.7 CEU \$145

Mergers and acquisitions, by which an acquiring corporation obtains ownership and control of another corporation, are increasingly international. Such M&As are a type of foreign direct investment undertaken when a business feels the need to become multinational (or increase its multinational status) in order to compete effectively in the global economy. This 3-module course deals with the unique aspects of initiating a merger or acquisition that crosses international borders.

Fundamentals of Equity Valuation (Online)

833.51 Management 1 CEU \$175

This 4-module course provides an introduction to equity valuation which is regarded as the first step toward making intelligent investing decisions. Valuation of the overall stock market is discussed as well as individual stocks. The concepts of efficiency, technical and fundamental analysis, book value versus market value, liquidation value, and other valuation techniques are also examined.

Elective Modules

Economic and Strategic Fundamentals (Online)

820.4 Management 0.3 CEU \$65

The marketing strategy of a global company is different than one only facing domestic issues. There are various concepts that must be understood that are particular to a multinational environment. This module covers the fundamental concepts that are important to understand before moving on. The various types of advantages that a company can seek in a global environment, such as first-mover advantage, are examined as well as the difference between country and firm-specific advantages, and which are more sustainable. The phenomenon of leading markets and their affect on a global strategy is outlined. The course concludes with a discussion of the major problems that global companies often face, such as global competitors, exchange rates, and barriers to entry.

Debt and Other Financing Sources (Online)

831.215 Management 0.3 CEU \$65

Most firms are searching for financing sources outside of the venture capital markets. This module deals with the remaining options of financing available to entrepreneurs. Various funding sources are discussed in detail. Also discussed is the importance of cash for a young firm, and the ways in which the firm can find sources of cash both internally and externally.

Effect of Taxation on Cash Flows (Online)

831.218 Management 0.3 CEU \$65

This module introduces into the capital budgeting problem the real life complication of taxation and leverage. How corporate taxes impact cash flows is examined as well as how debt and depreciation impact valuation and capital budgeting.

Introduction to Capital Budgeting (Online)

831.219 Management 0.3 CEU \$65

This module focuses on traditional financial management as it pertains to capital budgeting. The elements of capital budgeting are discussed, such as cash flow estimates, valuation, investment objectives, and cost of capital. In addition, the notion of firm value creation is examined.

Effects of Inflation on Stock Valuation (Online)

833.515 Management 0.3 CEU \$65

The significant influence of inflation on the development of an economy is a well-received fact for policy makers. For investors in the stock market, the role of inflation on stock valuation can never be over-emphasized, because inflation directly affects investor's expectations for the stream of future earnings and cash flows. This module guides the reader through a sample chain of reactions by means of a specific example. By this approach, the reader is able to understand the linkage between inflation and stock returns. The module also discusses briefly how past and contemporary thinkers address the issues of inflation.

The Equity Holder versus Debt Holder (Online)

833.516 Management 0.3 CEU \$65

The decision to issue new equity instead of new debt, or vice versa, can be complicated by conflicts between the goals of equity holders and the goals of debt holders. This module examines the nature of this conflict between these two different types of investors in a company. The capital structure decision in the context of this conflict also is discussed.

Introduction to Boards (Online)

840.3 Management 0.3 CEU \$65

One powerful tool available to entrepreneurs is a board. This module discusses the various forms of boards available to entrepreneurs, the ideal candidates for director positions, and the role that directors play in the management of a firm and the formation of strategy.



General Information

Enrolling in a Sequential Program

To officially enroll in this sequence and be assured of completing the program under its current requirements, an Application for Candidacy and nonrefundable application fee must be submitted. Enroll online at uclaextension.edu/TT324.

Online Self-Study Courses

You may enroll in the online self-study courses anytime during the regular academic quarters. Upon enrolling, you are automatically directed to the courses and, after initial login and launch of module, are given access to each module for a total of 21 days or a maximum of 7 launches, whichever comes first.

Windows PC and high-speed Internet connection are required to access the online self-study courses.

Course Scheduling

To determine if a course(s) is being offered, see the quarterly schedule of courses in the UCLA Extension catalog or visit our website: uclaextension.edu/TT324.

Cost of the Program

The following are approximations and are subject to change without notice. The total does not include the suggested prerequisites.

Candidacy Fee (Nonrefundable): \$75

Course Fees: \$1,365

Approximate Total: \$1,440

Contact Us

For more information about this sequential program, including course selection advisement, record maintenance, transcript evaluations, problem resolutions, and course substitutions, call (310) 206-1654; email: bamcertificate@uclaextension.edu; or visit uclaextension.edu/TT324.

For more information about the scheduling of the online self-study modules, contact Sam Gomez at (310) 825-4938; email: sgomez@uclaextension.edu.

For more information about the online self-study modules offered with Global Window Partners, including technical requirements to enroll in these courses, visit unex.gwpartners.com: click "FAQs" on the left-hand nav bar. For your log-in ID and password, as well as more technical information, email admin@gwpartners.com.

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Frequently-Asked Questions

- 1. What are the Business E-ssentials[®] modules?**
Business E-ssentials[®] are self-contained, self-study modules designed to address the specific business needs of today's rapidly changing knowledge economy. These modules deliver focused and efficient learning, enhancing both tangible and behavioral skill sets. Many are developed based on the lessons and teaching materials of highly esteemed faculty from some of the nation's top business school programs, including the Anderson School of Management at UCLA.
- 2. Who should take Business E-ssentials[®] modules?**
The modules are designed for working business professionals, entrepreneurs, and those looking to refresh or acquire relevant skills and knowledge to enhance their work performance or career objectives. They are intended for adult learners with self-discipline and initiative.
- 3. Can I take these modules to fulfill my certificate requirements?**
These modules provide CEU credit only and may not be applied toward certificates. They do serve as core courses and/or electives for the following sequential programs offered by UCLA Extension:
 - Online Series in Entrepreneurship
 - Online Series in Investment Banking
 - Online Series in Marketing: Brand Management
 - Online Series in Mergers and Acquisitions
 - The Business of Creativity
- 4. How much time should I expect my online module to take?**
On average, approximately 2.5 to 3.0 hours per module, including core reading materials, practice review exercises and taking quizzes.
- 5. What are the system requirements?**
 - PC or Mac with Microsoft Windows operating system. *Note:* PCs with Microsoft Vista will need to adjust settings in Internet Explorer. These modules cannot be accessed with a Mac operating system.
 - Internet Explorer or Mozilla Firefox web browser. *Note:* Cannot be viewed with Chrome or Safari.
 - Intel Pentium processor or higher
 - Broadband/high-speed Internet access
 - Macromedia Authorware Web Player
 - Adobe Acrobat Reader
 - 800 x 600 (or higher) monitor resolution
 - Sound card and audio/speakers
- 6. What is the format like?**
You register for the courseware modules and learn the material at your own pace online. There are no live instructors for these learning modules. Each includes:
 - Overview and Learning Objective Outcomes
 - Learning Content Organized into 10 Learning Objectives
 - Module Summary
 - Key Glossary Terms
 - Practice Exercises and Quizzes to Reinforce Learning Material
- 7. Is there a time limit?**
Yes. Each module has a start date and an end date. You are allotted a total of 7 launches or 21 days to complete each module, whichever expires first.

For detailed information about Business E-ssentials[®] online self-study programs, visit unex.gwpartners.com.