

M&A and business cooperations (English)

Module Title		M&A and business cooperations				
Module Title in English		M&A and business cooperations				
Module Leader		Carsten Sander				
Teaching Staff		Prof. Dr. Carsten Sander				
Courselanguage/		English				
Code	Workload	Credits	Semester	Semester Offered		Duration
	180 h	6	5th semester	Every Winter semester		1 semester
1	Type of Course		Scheduled Learning		Independent Study	
	Lecture including Exercise:	4 h/week	4 h/week (= 60 h)		Total: 120 h	
					Approx. Number of Participants	
					Lecture including Exercise	max. 150 bzw. 120
2	Learning Outcomes / Competences					
	Students are able to...					
	<ul style="list-style-type: none"> gain insights into the complex area of Mergers and Acquisitions (M&A) as well as other forms of intercompany partnerships (e.g. joint ventures, alliances, networks, ...) compare different organisational forms including their (dis-)advantages analyse the rationale of decisions to make, buy or cooperate from an economic point of view explain typical steps of M&A processes (e.g. due diligence) and the management of business cooperations including success factors and key challenges analyse real-life examples from the energy sector in terms of different patterns of cooperation, underlying strategic motives and potential challenges 					
3	Contents					
	<ul style="list-style-type: none"> Economic rationale of Mergers & Acquisitions (M&A) transactions and multiple forms of business cooperations like joint ventures, strategic alliances, or networks as hybrid forms of organisation between market and hierarchy Real life examples and case studies with a focus on the energy market including in-depth analysis of main triggers within the industry Vertical, horizontal and diagonal forms of collaboration Special forms like Public-Private Partnerships for infrastructure projects, partnering activities of municipal utilities, etc. Management of typical processes for M&A projects and business cooperation models Selected topics like due diligence, M&A valuation, or post merger integration Analysis of success factors and key challenges in theory and practice 					
4	Teaching Methods					
	Combination of classroom lectures, group discussion and exercises as well as case studies					
5	Content-Related Module Prerequisites					
	none					
6	Formal Module Prerequisites					
	none					

7	Type of Exams written exam (60 min.) (100%) Examlanguage: English						
8	Prerequisite for the Granting of Credits Passed examination						
9	This Module Appears in: <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; width: 70%;">Course of Studies</th> <th style="text-align: left;">Status</th> </tr> </thead> <tbody> <tr> <td>Energie- und Wassermanagement_WS2015/16_WS2016/17</td> <td>Elective Module</td> </tr> <tr> <td>Energie- und Wassermanagement_WS2018/19_WS2021/22</td> <td>Elective Module</td> </tr> </tbody> </table>	Course of Studies	Status	Energie- und Wassermanagement_WS2015/16_WS2016/17	Elective Module	Energie- und Wassermanagement_WS2018/19_WS2021/22	Elective Module
Course of Studies	Status						
Energie- und Wassermanagement_WS2015/16_WS2016/17	Elective Module						
Energie- und Wassermanagement_WS2018/19_WS2021/22	Elective Module						
10	Weighting of Grade in Relationship to Final Grade Weighting equals the proportion of module credits in relationship to the total number of grade-relevant credits						
11	Additional Information / Literature <i>Literature: Compulsory reading will be announced at the beginning of the semester.</i> <i>Other information: The module lessons are held in English. Any form of assignments have to be submitted in English as well.</i>						