

imaa

Institute for Mergers,
Acquisitions & Alliances



International Hospitality Mergers & Acquisitions Expert (IHM&A)

 Online &  Virtual Live Trainings 2022

 Rolling intake for online trainings

 October 3-28



“We chose the IM&A program based on the relevant and full course content from initial targeting to post close integration. Our decision to send a team of four participants proved to be well founded. All of us came away with valuable insights and have subsequently been able to build significant in house capability”

— John O’Neill
CFO, Babcock Canada Inc.



About IMAA

The Institute for Mergers, Acquisitions and Alliances (IMAA) is an international think tank for Mergers & Acquisitions. We help organizations and individuals to advance their M&A capabilities and be part of our global M&A community.

Established more than 15 years ago, the Institute has built the largest and best faculty pool from around the world sharing their insights and knowhow.

As the leading M&A education provider and globally active institute, our programs offer a wealth of experience and know-how for professionals around the world.

Program Description

The International Hospitality Mergers & Acquisitions Expert (IHM&A) program dives deep into the entire M&A process in the hospitality industry – from strategy and valuation to execution and specificities of post merger integration in hospitality. Whether managing or advising a merger or acquisition for your company or assisting your clients, we will equip you with the tools and knowledge you need to skip the common pitfalls and succeed. In the highly interactive virtual live course or the self-paced online course, you'll take your skills to the next level. The IHM&A program is structured in four modules based on our IMAA Framework and Body of Knowledge.

- Essentials of M&A
- Due Diligence
- Commercial, Contract & Labor Law
- Deep Dive into Hospitality

Training Dates & Schedule

October 3-14: Virtual Live | Americas, EMEA

October 17-28: Virtual Live | Americas, EMEA

Module Overview

Throughout the 5 day training the following topics will be covered

EXPANDING YOUR M&A PERSPECTIVE

- Hone new target identification strategies & advanced synergy analyses
- Close the best deals and navigate common post-merger integration pitfalls

MAPPING OUT THE NEGOTIATION LANDSCAPE

- Identify true target stakeholders and likely competitors for the target ahead of time
- Anticipate the right strategies and tactics for closing transactions

IMPROVING YOUR FORESIGHT

- Practice implementing exceptional value analysis and comprehensive due diligence
- Lead your team into unlocking the most lucrative merger & acquisition opportunities

DEEPENING YOUR UNDERSTANDING OF THE HOSPITALITY INDUSTRY FOR SUCCESSFUL TRANSACTIONS

- Successfully navigate operational, cultural, and organisational challenges
- Learn how to value and manage hospitality assets sustainably



PRIVATE UNIVERSITY VIENNA

In collaboration with Modul University Vienna, Austria's leading international private university.



Who attends our training

While you will meet an international mix of participants from various industries, the International Hospitality Mergers and Acquisitions program is designed for mid-management to senior executives in the C-Suite, directors of public and private companies, board leaders, and heads of strategy and corporate development. It is also geared toward advisers, investment bankers, transactional lawyers, private equity investors as well as individuals involved in transactions or in post merger integration. Individuals and teams are welcome to attend.

What is included

- 5-Day intensive workshop
- Small classroom setting
- Leading faculty from academia and the industry
- Networking with industry professionals and faculty
- Upon completion, the participants will receive the HRM&A Designation
- First-year IMAA charter-holding membership included
- IMAA eLibrary access included with membership
- All course materials are provided during the course

Registration

Get more information online [here](#), [register online](#) or scan the QR code on the right:

Program Fees

Online Fee:	\$2,990
Regular Fee:	\$3,990
Early Bird Fee:	\$3,490

Location

Virtual Live classroom access provided by IMAA

For flexibility, the IHM&A training is offered as an online course



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