

Postgraduate Certificate

Corporate Finance and M&A in Business Consulting





Postgraduate Certificate Corporate Finance and M&A in Business Consulting

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: Graduates, graduates, engineers, architects and equivalents, who have already started a professional career in consulting.

Website: www.techtute.com/us/school-of-business/postgraduate-certificate/corporate-finance-ma-business-consulting

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01 Welcome

Corporate finance is one of the economic fields that has undergone the greatest transformation in recent years. The pandemic situation, the irruption of numerous technology companies, and other processes such as digitalization and changes in consumer habits have hindered operations such as corporate mergers. Thus, companies need specialists oriented towards these areas, which is why this program is a great opportunity for all those who wish to deepen their knowledge in this type of finance. In this way, and through a 100% online teaching methodology, students will increase their options to progress in this exciting professional field.



Postgraduate Certificate in Corporate Finance and M&A in Business Consulting.
TECH Technological University



“

Specialize in mergers and acquisitions thanks to this Postgraduate Certificate, which contains the latest advances in business consulting applied to corporate finance"

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University



Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+
executives trained each year

200+
different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+ | collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the *Re-learning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School *case studies*. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH you will have access to Harvard Business School case studies."

03

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"

This program will provide students with a multitude of professional and personal advantages, particularly the following:

01

A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of companies.

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06

Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.

07

Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08

Be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to train with a team of world renowned teachers.

04

Objectives

The main objective of this Postgraduate Certificate in Corporate Finance and M&A in Business Consulting is to provide students with the latest knowledge in corporate finance and mergers and acquisitions. These are very sensitive economic areas that require highly qualified professionals. For this reason, this program will prepare the student to become a specialized consultant who can effectively analyze and solve the different problems that may arise in these complex processes.



“

There are not many consultants specialized in company acquisitions and mergers: this Postgraduate Certificate is your great opportunity to progress”

TECH makes the objectives of its students its own.
Together they work to achieve them.

This Postgraduate Certificate in Corporate Finance and M&A in Business Consulting trains the student to:

01

Help students understand and strengthen their knowledge of structural finance and its importance in the company, as well as corporate operations

04

Identify the different types of corporations in terms of organizational model

02

Obtain an overview of the main investment and financing decisions and tools, as well as inorganic growth processes



03

Understand the possibilities of fund raising in the capital markets and the implications of corporate M&A transactions

05

Understand how the finance function is organized in companies, and what operating models exist in business organizations

06

Understand the elements of a structure and methodology of analysis of an industrial sector, or for a company

08

Know all the particularities of corporate finance and the role of consulting in this field



09

Prepare the professional to accurately and thoroughly analyze corporate mergers and acquisitions

07

Master the key elements in the merger and acquisition process

10

Propose solutions to existing problems in a merger

05

Structure and Content

This Postgraduate Certificate in Corporate Finance and M&A in Business Consulting is structured in 1 specialized module, subdivided by 10 topics with which the student will delve into issues such as company valuation, financing decisions, debt refinancing, capital markets or Venture Capital. All this, based on an online teaching methodology that will be adapted to the personal circumstances of the professional.



“

This content will make you a great specialist in corporate mergers and acquisitions”

Syllabus

Mergers and acquisitions are the order of the day. Some companies grow and see the opportunity to acquire organizations, either rival corporations or those in complementary sectors. Other companies are attempting mergers to avoid compromising their structure. Thus, it was a time of economic upheaval.

For this reason, one of the most sought-after professionals is the business consultant specialized in corporate finance and M&A. This professional profile provides solutions to the problems arising in these complex processes. However, the current situation makes it necessary to keep up to date in many areas: applicable regulations, business valuation and obtaining financing.

This Postgraduate Certificate brings students closer to the latest developments in these processes, since it will allow them to delve into issues such as financial analysis, investment projects, asset valuation methods or equity markets.

Thus, this program provides a complete overview of this type of finance and will turn the student into a true specialist in this type of operations.

This Postgraduate Certificate takes place over 6 weeks and consists of 1 module:

Module 1

Corporate Finance y M&A



Where, When and How is it Taught?

TECH offers the possibility of developing this Professional Certificate in Corporate Finance y M&A in Business Consulting fully online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the student to self-manage his or her study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

Module 1. Corporate Finance y M&A

1.1. Corporate Finance

- 1.1.1. Financial Analysis. NOF, WC, Operating, financial and profitability ratios
- 1.1.2. Sustainable growth or without extra funding
- 1.1.3. Du-pont or ROE analysis

1.2. The value of money over time

- 1.2.1. The value of money over time
- 1.2.2. Types of *Cash flow*
- 1.2.3. Discount rates and profitability
- 1.2.4. Discounted cash flows

1.3. Valuation of companies and investment projects

- 1.3.1. Company valuation
- 1.3.2. Investment project analysis and valuation tools: NPV, IRR and *Payback*
- 1.3.3. Equity valuation methods
- 1.3.4. Valuation by multipliers
- 1.3.5. Valuation by DCF
- 1.3.6. Advanced aspects and singularities in the valuation

1.4. Financing decisions

- 1.4.1. Cost and effects of the Debt
- 1.4.2. How much debt to ask for
- 1.4.3. Type of debt
- 1.4.4. Bank financing instruments

1.5. Alternatives to bank financing

- 1.5.1. The importance of diversification
- 1.5.2. MARF
- 1.5.3. *Direct Lending*
- 1.5.4. Participative financing
- 1.5.5. IPO and BME *Growth*

1.6. Debt refinancing

- 1.6.1. Refinancing process
- 1.6.2. IBR
- 1.6.3. Refinancing agreement
- 1.6.4. Judicial approval

1.7. Capital markets

- 1.7.1. Equity markets
- 1.7.2. Syndicated loan market
- 1.7.3. Bond markets
- 1.7.4. Hybrid capital markets
- 1.7.5. Foreign Exchange Markets
- 1.7.6. Derivative products
- 1.7.7. Project Finance

1.8. Mergers and acquisitions (M&A)

- 1.8.1. Main reasons for mergers and acquisitions
- 1.8.2. What is an M&A process like?
- 1.8.3. Financing structures in the M&A process

1.9. Financial Due Diligence

- 1.9.1. Fundamentals of Financial DD
- 1.9.2. P&L Review
- 1.9.3. Balance Sheet Review
- 1.9.4. *Cash Flows* Review
- 1.9.5. Relevant aspects in the process

1.10. Private Equity y Venture Capital

- 1.10.1. PE investment typologies
- 1.10.2. Instrumentation and financing of PE operations
- 1.10.3. Compensation mechanisms for the management team and *Equity* structuring



06

Methodology

This training program provides you with a different way of learning. Our methodology uses a cyclical learning approach: ***Re-learning***.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the ***New England Journal of Medicine*** have ***considered it to be one of the most effective***.





“

Discover Re-learning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

At TECH Business School we use the Harvard case method

Our program offers a revolutionary method of skills and knowledge development. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

At TECH you will experience a way of learning that is shaking the foundations of traditional universities around the world"



We are the first online university to combine Harvard Business School case studies with a 100% online learning system based on repetition.



A learning method that is different and innovative.

This intensive program from Business School TECH - Technological University prepares you to face all the challenges in this area, both nationally and internationally. We are committed to promoting your personal and professional growth, the best way to strive for success, that is why at , TECH you will use Harvard *case studies*, with which we have a strategic agreement that allows us to provide our students with material from the best university the world.

“ *You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

Re-Learning Methodology

Our university is the first in the world to combine Harvard University case studies with a 100%-online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance Harvard case studies with the best 100% online teaching method: Re-learning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Re-learning.

Our business school is the only one in Spanish-speaking countries licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best Spanish online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Re-learning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



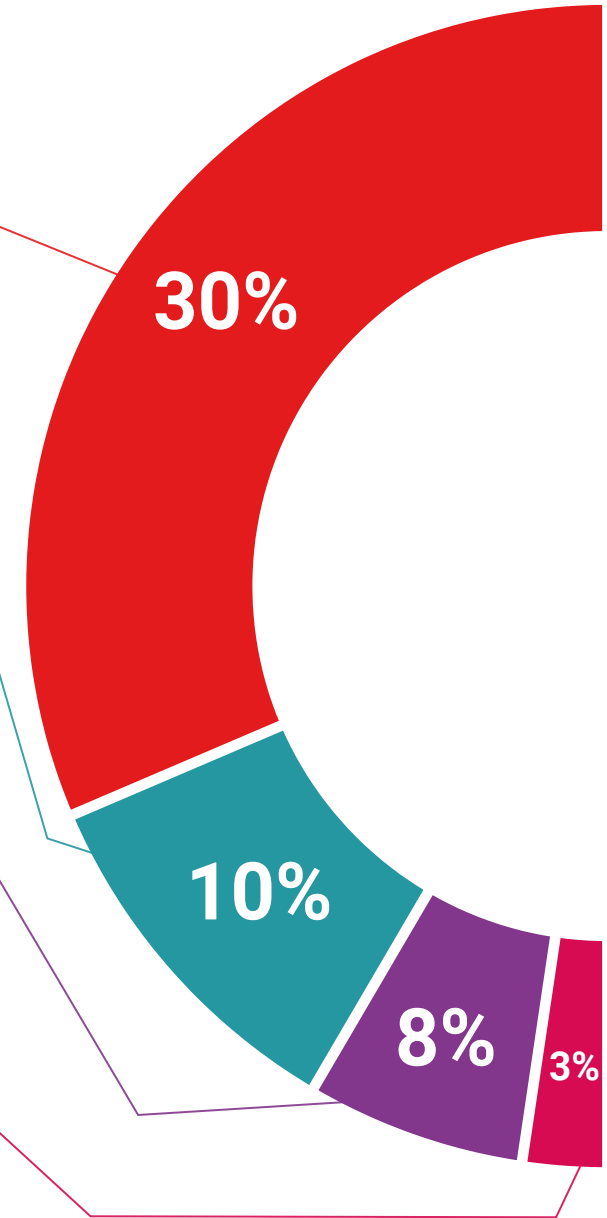
Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Case Studies

They will complete a selection of best business cases used at Harvard Business School. Cases that are presented, analyzed, and supervised by the best senior management specialists in Latin America.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive multimedia content presentation training Exclusive system was awarded by Microsoft as a "European Success Story".



Testing & Re-testing

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises: so that they can see how they are achieving your goals.



07

Our Students' Profiles

This program is perfect for those professionals who want to enter corporate finance consulting or who want to update their knowledge in this area. Thus, TECH students are ambitious and continually seek to improve their work. That is why this Postgraduate Certificate is what they were looking for, since its knowledge, methodology and excellent teaching staff will provide them with immediate progress in their careers.





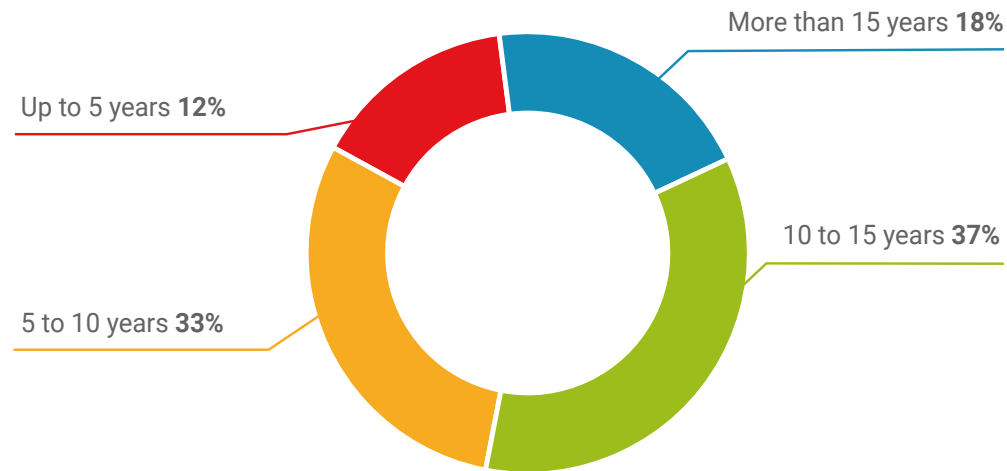
“

Success in the business world starts here. Enroll and become the best corporate finance consultant in your environment”

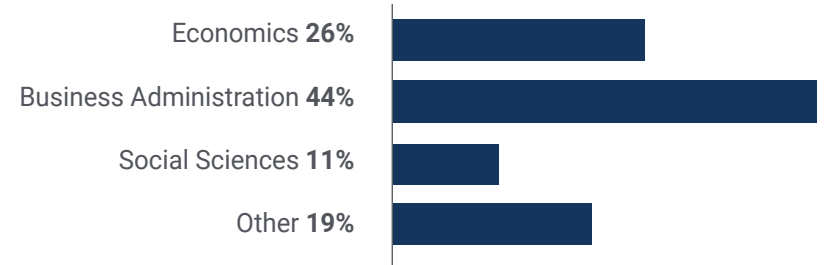
Average Age

Between **35** and **45** years old

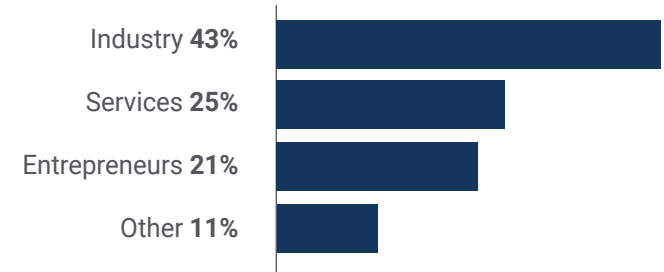
Years of Experience



Training



Academic Profile



Geographical Distribution



Mr. Basilio Martín

Expert consultant in M&A

"I didn't know what I was doing wrong, but I was having a hard time reaching my goals. A professional colleague recommended me this TECH program and a few days after finishing it I began to see how some large consulting firms were interested in my profile and my skills. This Postgraduate Certificate is designed according to the economic and business reality of these days, that is the basis of its success"

08

Course Management

One of the strengths of this program is its teaching staff, which is composed of leading specialists in corporate finance, with extensive experience in this field. For this reason, this Postgraduate Certificate is a great opportunity for the student, who will be able to come into contact with these experts to learn first-hand about the most important elements in processes such as acquisitions and mergers.



“

The best teaching staff brings you up to date on M&A through the most innovative online teaching methodology on the market"

Management



Mr. Pérez-Ayala, Luis Yusty

- ◆ Financial and Management Control Director of SENER's Engineering, Infrastructure, Energy and Marine division
- ◆ Professor of Finance in the Master of Business Consulting and Management at Madrid Polytechnic University (UPM)
- ◆ Travel & Hospitality Industry Technology Lead at Accenture for Spain, Portugal, Andorra and Israel
- ◆ Senior Manager at Accenture, in the Intelligent Finance area
- ◆ Associate Director at EY, in the CFO Services area. Services - Financial Accounting Advisory Services
- ◆ Senior Manager at KPMG, in the area of Business Consulting - Finance Function
- ◆ Degree in Business Administration and Management
- ◆ Degree in Economics (UCLM)
- ◆ Master in Revenue Management (Cornell University)
- ◆ Master in Sales (Sales Business School)
- ◆ 'Certificate programs in management control, finance management and taxation

Professors

Mr. Gavilán, Javier

- ◆ Partner Financial Function and head of Corporate Treasury at PwC
- ◆ Financial auditor at EY Madrid and Dublin
- ◆ Adjunct Professor at IE University
- ◆ Co-author of the book "The Leader's Cube"

Mr. Safón, Pablo

- ◆ Senior Manager, Debt & Restructuring de BDO
- ◆ Senior Manager of the Financial Function area of PwC Spain
- ◆ Chief Financial Officer (CFO) and Investment Director at Dadelos Investor Group
- ◆ Consultant in the Financial Accounting Advisory Services area at EY Spain.
- ◆ Degree in Business Administration and Management from the Polytechnic University of Valencia (UPV)
- ◆ Executive MBA - IE Business School
- ◆ Master in Financial and Insurance Consultancy by the Polytechnic University of Valencia (UPV)
- ◆ Postgraduate studies and programs in company valuation, financial modeling, Corporate Finance, M&A and Private Equity in several business schools

Mr. Gallego Cañas, Alberto

- ◆ Senior Manager - Finance Function at PwC
- ◆ Senior Finance Manager - Grupo Editorial SM
- ◆ Degree in Economics - Madrid Complutense University
- ◆ MBA - ESCP Business School (London)
- ◆ Advanced Corporate Finance Program by the IEB (Instituto de Estudios Bursátiles) in Madrid

09

Impact on Your Career

This Postgraduate Certificate in Corporate Finance and M&A in Business Consulting will have a great impact on the student's career, since it will offer the latest content in these important areas. These are fields in the business world that are experiencing a boom due to the current global situation, so positioning yourself as a specialist in corporate finance and corporate mergers and acquisitions can be decisive to obtain a professional improvement.



“

Enroll and watch your career as a corporate finance consultant take off immediately”

Are you ready to take the leap? Excellent professional development awaits you

This Postgraduate Certificate in Corporate Finance and M&A in Business Consulting is an intensive program that prepares students to face challenges and business decisions in the corporate and business environment. Its main objective is to promote your personal and professional growth Helping them achieve success.

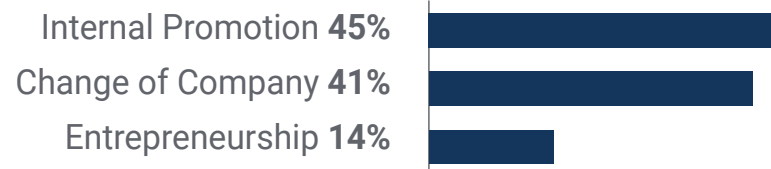
Many companies are looking for professionals with a profile focused on corporate finance. Don't keep them waiting.

Take advantage of the current situation and position yourself as a valuable professional thanks to this program.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than **25%** for our students.



10

Benefits for Your Company

Any company with a graduate of this Postgraduate Certificate will have valuable knowledge that will place it at the forefront of corporate finance consulting. Thus, whether in the company itself or working for another company, the student will be able to provide the best financial analysis tools, based on the latest developments brought about by the global economic situation.





“

*This is the era of business consulting:
incorporating this knowledge will make your
company stand out above the rest"*

Developing and retaining talent in companies is the best long-term investment.

01

Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

Project Development

The professional can work on a real project or develop new projects in the field of R&D or Business Development of your company.

06

Increased competitiveness

This Postgraduate Certificate will equip your professionals with the competencies to take on new challenges and drive the organization forward.

11

Certificate

The Postgraduate Certificate in Corporate Finance and M&A in Business Consulting guarantees, in addition to the most rigorous and up-to-date training, access to a Postgraduate Certificate issued by TECH Technological University.



“

*Successfully complete this training program
and receive your university certificate
without travel or laborious paperwork”*

This **Postgraduate Certificate in Business Consulting Corporate Finance y M&A** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery*.

The certificate issued by **TECH Technological University** will specify the qualification obtained through the Postgraduate Certificate , and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional from career evaluation committees.

Title: **Postgraduate Certificate in Corporate Finance and M&A in Business Consulting**

ECTS: **6**

Official N° of Hours: **150 hours**.



*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



Postgraduate Certificate Corporate Finance and M&A in Business Consulting

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- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

Postgraduate Certificate Corporate Finance and M&A in Business Consulting

