

M & A Negotiating Skills

Workshop Outline

Day 1	Day 2
<ul style="list-style-type: none">■ M & A negotiating overview■ 4-step negotiating framework■ Key negotiating skills<ul style="list-style-type: none">■ Negotiating in teams■ Summarising■ Crafting an agenda■ Constructing arguments■ Trading concessions■ Signalling & packaging■ Packaging<ul style="list-style-type: none">■ Cash, shares, warrants and convertibles■ Warranties, indemnities and earn-outs■ Escrow accounts	<ul style="list-style-type: none">■ Tactics<ul style="list-style-type: none">■ Leverage■ Detecting lies■ Countering ploys■ Handling tough negotiators■ Achilles live negotiation case study<ul style="list-style-type: none">■ Preparation in teams■ Part 1<ul style="list-style-type: none">■ Negotiations (75 mins at the table)■ Subgroup feedback■ Part 2<ul style="list-style-type: none">■ Preparation■ Negotiations (75 mins at the table)■ Plenary feedback

