

Due Diligence Master Class

For Empowered Decision-Making process

Workshop Objectives

Our Master class for due diligence is designed for professionals who need to:

- Understand the concept and purpose of a due diligence process
- Review and analyze the different types of the due diligence processes
- Learn best-practice due diligence
- Understand the complexity of commercial due diligence in a takeover or other similar assignments
- Appreciate the role of culture, HR and reputational due diligence
- Appreciate the importance of planning, forensic accounting and fraud investigation
- Learn how to write best-practice due diligence reports

Who Should Attend?

- Business/Investment Consultants and Advisors
- Chief Financial Officers (CFOs)
- Mergers & Acquisition Advisors
- Investment Bankers
- Private Equity Managers
- Investment Fund Managers

Learning Outcomes:

After attending this 2 Day Master class, attendees will:

- Understand how to conduct a successful due diligence investigation from start to end and how to make it work in practice
- Gain a comprehensive understanding of a fully-fledged due diligence process with and without external consultants and lawyers
- Become well-versed in current best practices for a wide variety of due diligence subsets
- Ensure a comprehensive due diligence report is delivered to support excellent business decisions
- Understand that due diligence can never eliminate risk but, methodically undertaken, will reduce its level
- Understand the objectives and procedures of a thorough due diligence investigation relating to the acquisition of companies and businesses
- Gain practical advice on the fundamental principles, techniques and procedures of a due diligence and on the different objectives in the due diligence process, covering managerial and financial due diligence.

Program outline:

Background

- Introduction to Due Diligence
- Purpose of Due Diligence
- Foreign Corrupt Practices Act (FCPA)
- Review of types of due diligence and when to apply; limited scope vs. full scope

Planning & Management of Due Diligence

- Planning and organizing the due diligence
- Major areas of Due Diligence:
 - Strategic/ industry
 - Management
 - Operational
 - Financial
 - Marketing and commercial (suppliers and customers)
 - Legal
 - Human Resource
 - Information Technology
- Specific areas of attention:
 - Asset quality/ condition
 - Relations with authorities/ government
- Attention to "specialized industries/ sectors"
- Data room; why? What is there?, management of data room
- Sample due diligence program

Program duration: Two days.