

Course Title:				Business Valuation, Mergers and Acquisitions					
Course Code:				BUE7272					
Course Coordinator				Dr. Sushil Kumar Mehta					
Credits				3					
Evaluation Scheme Total 100 Marks									
Quiz (Total 20 Marks)				Assignment/Project (Total 20 marks) (Minimum Two Assignments or one Project)		Mid-Term	Major Examination	Total	
Quiz I (5 marks)	Quiz II (5 marks)	Quiz III (5 marks)	Quiz IV (5 marks)			20 marks) (1 ½ Hour Duration)	(40 marks) (3 Hour Duration)	100 Marks	
WEEKS				TOPICS TO BE COVERED					
Week 1				Introduction to Mergers & Acquisitions (M&A): Recent M&A Trends, History of M&A					
Week 2				terminology of M&A, Why and how of M&A					
Week 3				Key Players in M&A and their role and responsibilities, Regulatory environment surrounding M&A: Antitrust laws					
Week 4				Securities laws, Competition Commission of India and SEBI role in M&A,					
Week 5				National and international laws affecting M&A activities, Case Discussion					
Week 6				M&A Process: Different phases of M&A and their details with special reference to acquisition of a company					
Week 7				M&A Process: Different phases of M&A and their details with special reference to acquisition of a company					
Week 8				Building the Business Plan to Conducting a Post-closing Evaluation					
Week 9				Business Valuation: Different methods and financial modelling techniques, DCF					
Week 10				Real Options, financing and deal structuring, Case Discussion					
Week 11 (17th -21st March, 2025)				Mid-Term					
2nd May, 2025				Showing of Mid-Term Answer Sheets					

Week 13	Alternative Business and Restructuring Strategies: Business alliances
Week 14	Alternative Exit and Restructuring Strategies: Divestitures, Spin-Offs, Carve-Outs, Split-Offs, Leveraged Buyouts,
Week 15	Bankruptcy Reorganization and Liquidation, Hostile take overs and anti-take overs measures
Week 16	Takeover tactics, Case Discussion
Week 17 (5th -9th May, 2025)	Revision Week
Week 18 (13th – 22nd May, 2025)	Major Examinations
29th May, 2025	Showing of Major Exams Answer Sheets

Course Outcomes:

CO1: Acquire a complete understanding and appreciation of the M&A process and how it contributes to the contemporary business world.

CO2: Able to form an opinion as to whether or not an M&A transaction is the right business strategy or not for a given firm under specific circumstances.

CO3: Gaining a level of competency in M&A commensurate with an entry-level investment banking associate in M&A.

Recommended Books:

1. Mergers and Acquisitions, Rajinder S. Aurora, Kavita Shetty, Sharad R. Kale, Oxford University Press
2. Mergers and Acquisitions in India, Janki, Repro India Limited
3. Business Valuation – Text & Cases, Pitabas Mohanty, Taxmann
4. Mergers Acquisitions & Corporate Restructuring, Rabi Narayan Kar, Minakshi, Taxmann

Calendar of Quizzes/Assignment etc. to be provided as per below details and exact dates to be fixed in consultation with other course coordinators to avoid overlap of Quizzes of different courses.

Component	Date
Quiz-I	27th -31st, January 2025
Quiz-II	24th -28th February, 2025
Assignment-I	10th -12th February, 2025
Mid-Term	17-21st March, 2025

Assignment-II/ Project Submission	21st – 24th April, 2025
Quiz-III	7th – 11th April, 2025
Quiz-IV	28th April-2nd, May, 2025
Major Exam	13th – 22nd May, 2025

Note:

- 1. One surprise Quiz may be fixed out of Quiz-II, Quiz-III or Quiz-IV.**
- 2. In case of any deviation in evaluation methodology for courses such as AEC/VAC/SEC shall be mentioned accordingly. Thus, same shall be approved by the next BOS of school if not done earlier.**

Signature of Course Coordinator :