IMS 6317 - Global Mergers and Acquisitions (3 semester credit hours) Executive Education Course. The course will emphasize cross-border mergers and acquisitions transactions (including EU and Asia Pacific) including identifying targets; valuation of targets with the use of financial models; negotiating the deals, deal structuring (public and private firms), value creation, deal closing, alliances and post-deal integration. The course will also include an in-depth study of the regulatory environment for US and European Union countries. Students will develop business and acquisition plans that could be used to convince top management of an acquiring corporation, a venture capital firm or a lender to fund their proposal. Prerequisites: FIN 6301 and MECO 6303 and ACCT 6301. (3-0) Y