

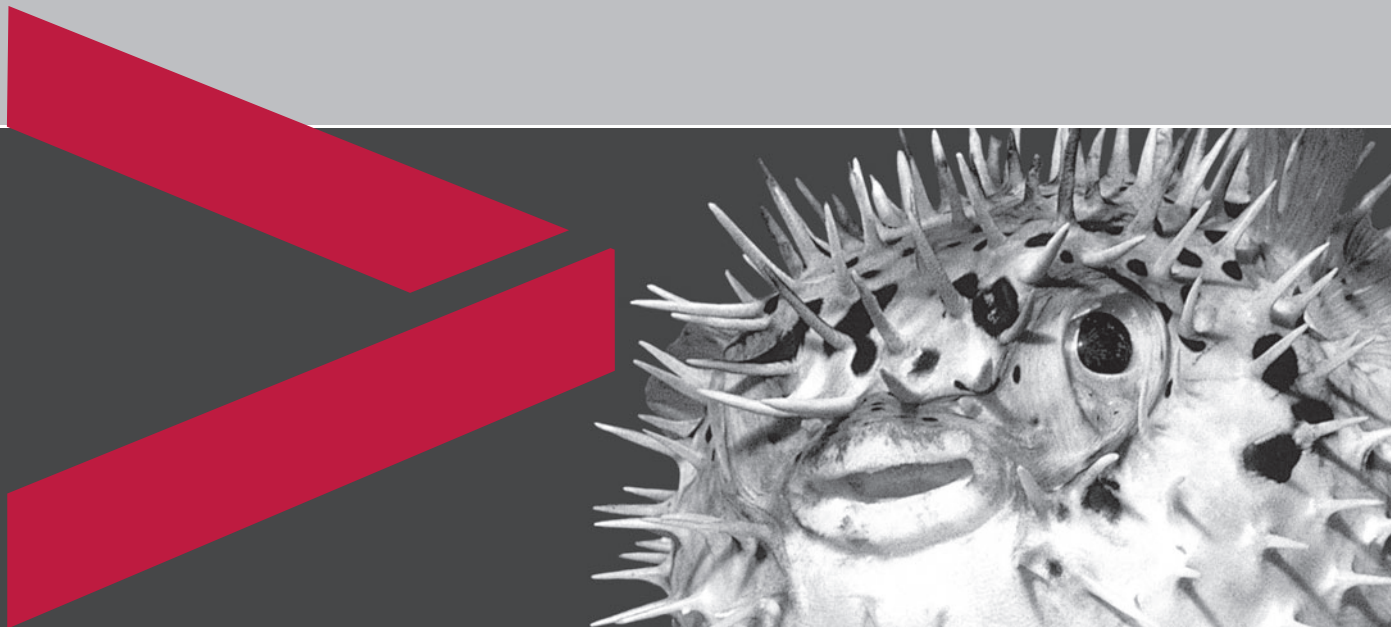
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Executive MBA Mergers & Acquisitions

Vienna University of Technology | University of Vienna



Postgraduate MBA Program
Master of Business Administration
3 semesters, part-time

Explore your options for tomorrow's success

Mergers & Acquisitions – Strategies in a globalized world

In view of the internationalization of the economy, acquiring and divesting of businesses or companies has become an important strategic option for many corporations. When evaluating a business, or parts thereof, determining the value of the technologies used in light of the market situation is of particular importance. This fundamentally influences the overall value of a business, which again will be reflected in the capital markets.

Of utmost importance is the assessment and valuation of fixed and current assets, financing structure, cost and profitability issues, innovative potentials and technologies, human resources, the market position, the organization and the range of production.

The drawing up of "Due Diligence" in technical areas – apart from financial analysis and complex juridical aspects – plays a prominent role.

For such complex valuations of technical aspects the consultation and assistance of engineers is called upon, who can even more effectively moderate this process, the more they are educated and trained with the economic and juridical proceedings required.

ACCREDITATION

Accredited by FIBAA (Foundation for International Business Administration Accreditation)

VIENNA UNIVERSITY OF TECHNOLOGY

Technology for People – Developing Scientific Excellence and Enhancing Comprehensive Competence

The Vienna University of Technology – located in the heart of Vienna – is the largest Austrian institution in research and education within the areas of technology and natural sciences. Even though the beginnings of the TU Vienna reach back as far as 190 years research, teaching, and learning are state-of-the-art.

For years the Vienna University of Technology has been successfully offering outstanding Postgraduate Programs. This success is also based on the top scientific and economic qualifications of its faculty.

UNIVERSITY OF VIENNA

The University of Vienna is one of the oldest universities in the German language and cultural area and one of the largest universities in Europe. True to its history it has a traditionally strong focus on international relations in research and education, thereby strengthening its position as one of Europe's leading universities. Since 2004 Economics is organized as an own faculty, the "Faculty of Business, Economics and Statistics", which is committed to intense, high quality research and teaching.



"People only specialized in one particular field of science such as lawyers, engineers and economists are about to lose ground in an economy that is becoming more international and more complex. The reality of dealing in M&A projects sets a significant example for this development. It clearly shows that today's top experts must be able to profoundly cover, understand and connect technical, economic and juridical knowledge and to relate to it within complex global structures."

Univ.Prof.DDr. Walter Barfuß

Director General, Federal Competition Authority Austria

CURRICULUM

At a glance	<ul style="list-style-type: none"> • Introduction on M&A and Regulation 	
Managerial Economics	<ul style="list-style-type: none"> • Macroeconomics/Microeconomics • Accounting • Financial Management 	<ul style="list-style-type: none"> • Business Valuation • General Management • Marketing & Sales
Competition & Strategy	<ul style="list-style-type: none"> • Competition Analysis • Strategy & Business Economics • Corporate Governance 	<ul style="list-style-type: none"> • Advanced Corporate Finance/ Valuation • Case Studies
Law & Taxes	<ul style="list-style-type: none"> • Business Law • Legal Aspects of M&A processes • Regulation & Merger Control 	<ul style="list-style-type: none"> • Institutions and EU-Law • Taxes
The M&A Process	<ul style="list-style-type: none"> • Due Diligence/Auditing • Post Merger Controlling • Post Merger Integration • Project Negotiations 	<ul style="list-style-type: none"> • Leadership & Ethics • Human Resource Management • M&A in Emerging Markets • Case Studies
The M&A Project	<ul style="list-style-type: none"> • Interdisciplinary Project Definition and Project Plan • Project Seminar & Presentation 	
Master Thesis	<p>The Master Thesis is a practice orientated study that should enhance the participant's skills in the field of the subject according to scientific criteria.</p>	

Subject to modification



"This Executive MBA conveys excellent juridical, technical and economic knowledge and insights – an enormous asset to be put into practice by future managers."

Dr. Theresa Jordis, Dr. Walter Brugger, Dr. Christian Dorda

Dorda Brugger Jordis Rechtsanwälte GmbH

PROGRAM OBJECTIVES

The program will show the interplay between fundamental analysis and the economic and capital market evaluation of a business. It will convey – and deepen, by analyzing real cases – the knowledge required in order to be able to pre-estimate the chances of an M&A project succeeding. You will learn to understand the most important steps in an M&A project, finally enabling you to take responsibility in such processes.

Analyzing of already accomplished M&A projects will eventually lead you to formulate a project on your own. Here you are invited to develop and place your individual ideas.

TARGET GROUP

Mergers & Acquisitions are a comprehensive interdisciplinary challenge, typically involving engineers, economists, and legal experts.

The target group mainly comprises persons potentially involved in M&A projects, whether as employees, representatives of parties or government agencies, etc., who would like to gain theoretical knowledge and insight into the practical engineering of M&A projects and into the role and work of merger control authorities. In particular, also science graduates will be offered an area of expertise to which they could contribute a lot, based on their basic scientific education.

ADMISSION REQUIREMENTS

Admission requirements are: a Baccalaureate's degree, Magister's degree, or a diploma or equivalent in a relevant area of specialty and a minimum of 5 years of professional experience. Persons holding an equivalent educational and professional qualification may also be admitted.

FINAL DEGREE

The MBA Program is concluded by writing a master thesis. Achievement of the final degree **"Master of Business Administration" (MBA Mergers & Acquisitions)** is granted by the Vienna University of Technology in cooperation with the University of Vienna.

LANGUAGE OF INSTRUCTION

English

DURATION

The part-time program is presented in modules and takes three semesters (14 months).

FACULTY

Internationally distinguished experts are members of this highly acclaimed faculty, either through their sound interdisciplinary scientific knowledge or their extensive practical experience in the field of M&A.

ADVISORY BOARD

Univ.Prof. Dr. Adolf Stepan (Academic Director, Vienna University of Technology)
Univ.Prof. Dr. Gerhard Clemenz (University of Vienna)
Dr. Harald C. Klien (CD Invest GmbH)
Hon.Prof. Dr. Walter Brugger (Dorda Brugger Jordis Rechtsanwälte GmbH)
Univ.Prof. Dr. Heinrich Otruba (Vienna University of Economics and Business/Vienna University of Technology)

"From an engineering point of view, M&A is also about evaluation of technology, innovation and new markets. Therefore we emphasize not only on legal and financial aspects - but also on the technological potential of a merger for a competitive environment"



Univ.Prof. Dr. Adolf Stepan
Academic Director, Vienna University of Technology



Univ.Prof. Dr. Gerhard Clemenz
Advisory Board, University of Vienna

„A more economic approach to competition policy is high on the agenda of the European Commission. This EMBA program offers accessible knowledge of the tools of the economics of competition and helps non-economists to a better understanding of the decision-making of competition authorities“

Executive MBA

Mergers & Acquisitions

Vienna University of Technology | University of Vienna
Class 2012–2013

TIME SCHEDULE

Fri	Mar. 16, 2012	Thu	Oct. 04, 2012
Sat	Mar. 17, 2012	Fri	Oct. 05, 2012
Sun	Mar. 18, 2012	Sat	Oct. 06, 2012
Mon	Mar. 19, 2012	Sun	Oct. 07, 2012
Tue	Mar. 20, 2012		
Wed	Mar. 21, 2012	Thu	Nov. 01, 2012
Thu	Mar. 22, 2012	Fri	Nov. 02, 2012
Fri	Mar. 23, 2012	Sat	Nov. 03, 2012
Sat	Mar. 24, 2012	Sun	Nov. 04, 2012
Sun	Mar. 25, 2012		
Mon	Mar. 26, 2012	Thu	Dec. 06, 2012
Tue	Mar. 27, 2012	Fri	Dec. 07, 2012
		Sat	Dec. 08, 2012
		Sun	Dec. 09, 2012
Thu	Apr. 19, 2012		
Fri	Apr. 20, 2012	Thu	Jan. 17, 2013
Sat	Apr. 21, 2012	Fri	Jan. 18, 2013
Sun	Apr. 22, 2012	Sat	Jan. 19, 2013
		Sun	Jan. 20, 2013
Thu	May 17, 2012		
Fri	May 18, 2012	Thu	Feb. 14, 2013
Sat	May 19, 2012	Fri	Feb. 15, 2013
Sun	May 20, 2012	Sat	Feb. 16, 2013
		Sun	Feb. 17, 2013
Thu	Jun. 07, 2012		
Fri	Jun. 08, 2012	Thu	Mar. 14, 2013
Sat	Jun. 09, 2012	Fri	Mar. 15, 2013
Sun	Jun. 10, 2012	Sat	Mar. 16, 2013
		Sun	Mar. 17, 2013
Mon	Jul. 02, 2012	Mon	Mar. 18, 2013
Tue	Jul. 03, 2012		
Wed	Jul. 04, 2012		
Thu	Sep. 06, 2012		Graduation
Fri	Sep. 07, 2012		June 2013
Sat	Sep. 08, 2012		
Sun	Sep. 09, 2012		

PROGRAM START

March 16, 2012

LOCATION

The MBA Program is held at the Vienna University of Technology.

DURATION

This part-time program is presented in modules and it takes 14 months, including your graduation. Tuition starts with a week's training from March 16, 2012 until March 27, 2012 and ends with another week's training in March 2013. During that time weekend modules are offered, and are held every 3 to 4 weeks.

Subject to modification



TUITION FEE

EUR 28,000 (excluding cost of room and board as well as all travel expenses)

INFO SESSIONS

Please contact us for your individual information session in Vienna.

ADMISSION INTERVIEWS

Admission Interviews will take place after individual appointment.

APPLICATION DEADLINE

January 13, 2012

For applications after the deadline an additional express admission fee of EUR 2,500 will be charged.

Download of the application form is available on the website.

Please submit your application to
Vienna University of Technology
Continuing Education Center
Operngasse 11/017
A-1040 Vienna

FACULTY

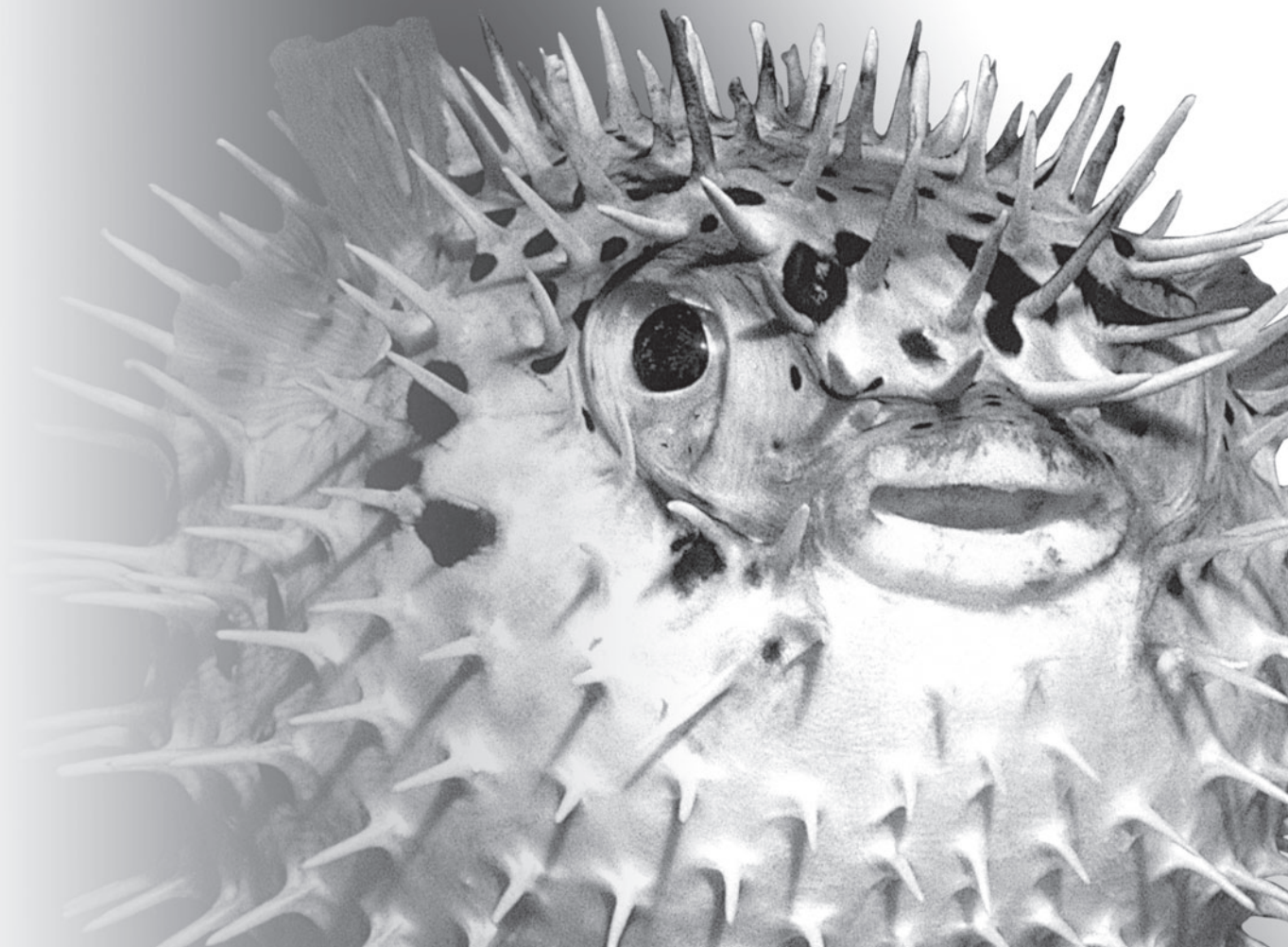
Univ.Prof.Dr. **Wolfgang Aussenegg** Vienna University of Technology
Hon.Prof.Dr. **Walter Brugger** Dorda Brugger Jordis Rechtsanwälte GmbH
Prof.Dr. **Rolf Bühner** University Passau
Univ.Prof.Dr. **Anton Burger** Catholic University Eichstätt-Ingolstadt
Dr. **Andreas Cebul** Deos Advisory GmbH
Univ.Prof.Dr. **Gerhard Clemenz** University of Vienna
Univ.Prof.DDr. **Thomas Dangl** Vienna University of Technology
Dipl.-Ing.Dr. **Thomas Dopler** Archelin
Univ.DoZ.Dr. **Claus Ebster**, MBA University of Vienna
Prof.Dr. **Thomas Ehrmann** University of Münster
Dr. **Nina Gjukez** Vaccani, Zweig & Associates
Hon.Prof.Dr. **Oskar Grünwald** Vienna University of Technology
Mag. **Bernd Hoffmann** PricewaterhouseCoopers
Dr. **Paul Jankowitsch** Vienna University of Technology
Wolfgang Kainz Business Theatre
Dr. **Stefan Keznickl** Federal Competition Authority Austria
Gregory Khodara, MS C.A. Cheuvreux Vienna
Dr. **Harald C. Klien** CD Invest Consult GmbH
Univ.Prof. Dr. **Heinrich Otruba** Vienna University of Economics and Business/
Vienna University of Technology
Dr. **Evgeni Peev** University of Vienna
Senia Rapisarda MA, LLB Business Development Bank of Canada
Dr. **Otto Randl** zz Vermögensverwaltung
Dr. **Bernhard Rieder** Dorda Brugger Jordis Rechtsanwälte GmbH
Dr. **Uwe Stemmler** ISC AG
Mag. **Christof Wörndl** PricewaterhouseCoopers
Univ.Prof.Dr. **Besim Burcin Yurtoglu** University of Vienna

This represents a selection of the faculty.

FURTHER INFORMATION/CONTACT

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Continuing Education Center
Mag. Carolin Gappmaier

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Explore your options for tomorrow's success

**Mergers & Acquisitions –
Strategies in a globalized world**



"M&A knowledge has become essential for every general manager nowadays. Constant evaluation of core and non-core businesses is the key to short and long term success."

Michael E. Gibbons

Senior Managing Director and Chairman, Brown Gibbons Lang & Company



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