

Course:

Understanding and Managing Mergers and Acquisitions

28.07.2025 – 01.08.2025

Location: Lecture room 019 Janskerkhof 2-3 Utrecht

Course Director: prof. dr. Wilco Oostwouder
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MONDAY, 28 JULY		
Time	Activity	Description
10.00 – 11.00	Lecture	Introduction to Mergers and Acquisitions. Legal aspects <i>Prof. dr. Wilco Oostwouder</i> (Attorney at law Loyens & Loeff)
11.00 – 11.15	Coffee break	
11.15 – 12.00	Lecture	Economic and socio-economic aspects of corporate acquisition <i>Prof. dr Hans Schenk</i> (professor emeritus of economics Utrecht University)
12.00 – 13.00	Lunch break	
13.00 – 14.00	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects I) <i>Luigi Pinna</i> (Utrecht University)
14.00 – 14.15	Coffee break	
14.15 – 15.15	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects II) <i>Luigi Pinna</i> (Utrecht University)
15.15 – 15.30	Instruction to the exam/presentations	

TUESDAY, 29 JULY		
10.00 – 11.00	Lecture	M&A Strategy <i>Luigi Pinna</i> (Utrecht University)
11.00 – 11.15	Coffee break	
11.15 – 12.15	Lecture	M&A. The role of the financial advisor <i>Jimmy Teelen</i> (Associate Director M&A at Rabobank)
12.15 – 13.15	Lunch break	
13.15 – 14.45	Lecture	Letter of intent, due diligence and the Share Purchase Agreement (SPA) <i>Prof. dr. Wilco Oostwouder</i> (Attorney at law Loyens & Loeff)
14.45 – 15.00	Coffee break	
15.00 – 16.00	Lecture	Valuation <i>Richard Peeters</i> (Director Valuations at Match Plan)

WEDNESDAY, 30 JULY		
TIME	ACTIVITY	DESCRIPTION
10.00 – 11.30	Lecture	Shareholders Agreement (especially Joint Ventures) <i>Prof. dr. W.J. Oostwouder</i> <i>(Attorney at law at Loyens & Loeff)</i>
11.30 – 11.45	<i>Coffee break</i>	
11.45 – 12.45	Lecture	Private Equity <i>Elias Ram</i> <i>(Attorney at Law at Stek)</i>
12.45 – 13.30	<i>Lunch break</i>	
13.30 – 14.30	Lecture	Competition law and Mergers and Acquisitions <i>Tim Raats</i> <i>(Attorney at law, BarentsKrans)</i>
14.30 – 14.45	<i>Coffee break</i>	
14.45 – 15.45	Lecture	Executive pay and M&A <i>Naomi Reijn</i> <i>(Attorney at law A&O Shearman)</i>
15.45 – 17.00	Preparations for the exam/presentations	

THURSDAY, 31 July		
10.00 – 11.00	Lecture	Introduction to public offers & legal framework <i>Jeroen Allebrandi, Philip Brink, Reinier de Groot</i> (Attorneys at law A&O Shearman)
11.00 – 11.15	Coffee break	
11.15 – 12.15	Lecture	First phase of public offers: “approach & negotiations” (incl. possible protective measures) <i>Reinier de Groot</i> (Attorney at law A&O Shearman)
12.15 – 13.15	Lunch break	
13.15 – 14.15	Lecture	Second phase of public offers: “making the offer” <i>Jeroen Allebrandi</i> (Attorney at law A&O Shearman)
14.15 – 14.30	Coffee break	
14.30 – 15.30	Lecture	Third phase of public offers: “getting to 100%” <i>Philip Brink</i> (Attorney at law A&O Shearman)
15.30+	Preparation for the exam/presentations	

FRIDAY 1 August

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10.00 – 11.00	Workshop	Negotiation training I (based on the book “Getting to Yes” of Fisher, Ury and Patton of the Harvard Negotiation Project) <i>Segrún Monsma</i> (Padkos Interim & Project Management)
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.30	Workshop	Negotiation training II (based on the book “Getting to Yes” of Fisher, Ury and Patton of the Harvard Negotiation Project) <i>Segrún Monsma</i> (Padkos Interim & Project Management)
12.30 – 13.30	<i>Lunch break</i>	
13.30 – 14.30/15.00	The exam/presentations	
15.00 – 15.30	Certificate Award Ceremony	

