

Course:

## **Understanding and Managing Mergers and Acquisitions**

**27.07.2026 – 31.07.2026**

Location: lecture room 019 Janskerkhof 2-3 Utrecht

Course Director: prof. dr. Wilco Oostwouder

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MONDAY, 27 JULY		
Time	Activity	Description
10.00 – 11.00	Lecture	Introduction to Mergers and Acquisitions. Legal aspects  <i>Prof. dr. Wilco Oostwouder</i> <i>(Loyens &amp; Loeff)</i>
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.00	Lecture	Economic and socio-economic aspects of corporate acquisition  <i>Prof. dr. Hans Schenk</i> <i>(professor emeritus of economics Utrecht /university)</i>
12.00 – 13.00	<i>Lunch break</i>	
13.00 – 14.00	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects I)  <i>Luigi Pinna</i> <i>(Utrecht University)</i>
14.00 – 14.15	<i>Coffee break</i>	
14.15 – 15.15	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects II)
15.15 – 15.30	Instruction to the exam/presentations	<i>Luigi Pinna</i> <i>(Utrecht University)</i>

TUESDAY, 28 JULY		
10.00 – 11.00	Lecture	M&A Strategy  <i>Luigi Pinna</i> <i>(Utrecht University)</i>
11.00 – 11.15	<i>Coffee break</i>	
11.15 – 12.15	Lecture	M&A. The role of the financial advisor  <i>Jimmy Teelen</i> <i>(Associate Director M&amp;A at Rabobank)</i>
12.15 – 13.15	<i>Lunch break</i>	
13.15 – 14.45	Lecture	Letter of intent, due diligence and the Share Purchase Agreement (SPA)  Thijs Verstraten and Wouter Kok <i>(Attorneys at law at Lexence)</i>
14.45 – 15.00	<i>Coffee break</i>	
15.00 – 16.00	Lecture	Valuation  <i>Richard Peeters</i> <i>(Director Valuations at Match Plan)</i>

WEDNESDAY, 29 JULY		
TIME	ACTIVITY	DESCRIPTION
09.30 – 11.30	Lecture	Shareholders Agreement (Joint Venture)  <i>Michelle de Vries and Elias Ram</i> <i>(Attorneys at law at Stek)</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&amp;O Shearman)</i>
15.45 – 17.00	Preparations for the exam/presentations	

THURSDAY, 30 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	<i>Coffee break</i>	
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	<i>Lunch break</i>	
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	<i>Coffee break</i>	
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 31 JULY		
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>Segrun Monsma</i> ( <i>Padkos Interim &amp; Project Management</i> )
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>Segrun Monsma</i> ( <i>Padkos Interim &amp; Project Management</i> )
12.30 – 13.30	<i>Lunch break</i>	
13.30 – 14.30/15.00	The exam/presentation	Jury: Luigi Pinna and Prof. dr. Wilco Oostwouder)
15.00 – 15.30	Certificate Award Ceremony	