Course:

Understanding and Managing Mergers and Acquisitions

02.08.2027 – 06.08.2027

Location to be determined in the centre of Utrecht

Course Director: prof. dr. Wilco Oostwouder

w.j.oostwouder@kpnmail.nl

Course Assistant:



MONDAY, 2 AUGUST		
Time	**Activity**	
10.00 – 11.00	Lecture	Introduction to Mergers and Acquisitions. Legal aspects *Prof. dr. Wilco Oostwouder* *(Course director Utrecht Summer School)*
11.00 – 11.15	*Coffee break*	
11.15 – 12.00	Lecture	Economic and socio-economic aspects of corporate acquisition *Prof. dr. Hans Schenk* *(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) *Luigi Pinna* *(emeritus Utrecht University)*
14.00 – 14.15	*Coffee break*	
14.15 – 15.15	Lecture	Introduction to Mergers and Acquisitions (business and finance aspects II) *Luigi Pinna* *(emeritus Utrecht University)*
15.15 – 15.30	Instruction to the exam/presentations	

TUESDAY, 3 AUGUST		
10.00 – 11.00	Lecture	M&A Strategy *Luigi Pinna* *(emeritus Utrecht University)*
11.00 – 11.15	*Coffee break*	
11.15 – 12.15	Lecture	M&A. The role of the financial advisor *Jimmy Teelen* *(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) Thijs Verstraten and Wouter Kok *(Attorneys at law at Lexence)*
14.45 – 17.00	*Preparations for the exam/presentations*	

TIME	ACTIVITY	
09.30 – 11.30	Lecture	Shareholders Agreement (Joint Venture) *Michelle de Vries and Elias Ram* *(Attorneys at law at Stek)*
11.30 – 11.45	*Coffee break*	
11.45 – 12.45	Lecture	Private Equity *Elias Ram* *(Attorney at law at Stek)*
12.45 – 13.30	*Lunch break*	
13.30 – 14.30	Lecture	Competition law and Mergers and Acquisitions *Tim Raats* *(Attorney at law at BarentsKrans)*
14.30 – 14.45	*Coffee break*	
14.45 – 15.45	Lecture	Executive pay and M&A *Naomi Reijn* *(Attorney at law at Lexence)*
15.45 – 17.00	Preparations for the exam/presentations	

10.00 – 11.00	Lecture	Introduction to public offers & legal framework *Jeroen Allebrandi, Philip Brink, Reinier de Groot* *(Attorneys at law at 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) *Reinier de Groot* *(Attorney at law at A&O Shearman)*
12.15 – 13.15	*Lunch break*	
13.15 – 14.15	Lecture	Second phase of public offers: "making the offer" *Jeroen Allebrandi* *(Attorney at law at A&O Shearman)*
14.15 – 14.30	*Coffee break*	
14.30 – 15.30	Lecture	Third phase of public offers: "getting to 100%" *Philip Brink* *(Attorney at law at A&O Shearman)*
15.30 +	Preparation for the exam/presentations	

FRIDAY 6 AUGUST		
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) *Segrun Monsma* *(Padkos Interim & Project Management)*
11.00 – 11.15	*Coffee break*	
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) *Segrun Monsma* *(Padkos Interim & Project Management)*
12.30 – 13.30	*Lunch break*	
13.30 – 14.30/15.00	The exam/presentation	Jury: Luigi Pinna and Prof. dr. Wilco Oostwouder*)*
15.00 – 15.30	Certificate Award Ceremony	