

## Semester Programme: Focus Module “Cross-Border M&A”

Semester		AS 2025	Responsible Lecturer	Dr. Fabian Schmid	Class	IM
Campus		Windisch	Email	fabian.schmid@fhnw.ch	Room	Online (Zoom/Teams)
Lesson	Date	Time	Topic / Contents	Assignments / Comments (Required materials etc.)		
1	Tu 16.09.2025	13.15 – 17.00	Introduction and Overview, Cross-cultural Management, Industry Analysis [participation mandatory]	Industry Analysis (in allocated groups)		
2	Tu 23.09.2025	13.15 – 17.00	Company and Comparative Analysis	Company and Comparative Analysis (in allocated groups)		
3	Tu 30.09.2025	13.15 – 17.00	Business Valuation	Business Valuation (in allocated groups)		
4	Tu 07.10.2025	13.15 – 17.00	Negotiations, Deal Structuring, Financing, Letter of Intent (LOI)	Negotiations, Deal Structuring, Financing, Letter of Intent (LOI) (in allocated groups)		
5	Tu 14.10.2025	13.15 – 17.00	Stakeholder Analysis, Corporate Social Responsibility (CSR), Integration	Stakeholder Analysis, CSR & Integration (in allocated groups)		
6	Tu 28.10.2025	13.15 – 17.00	Preparation of the Final Presentation	Final Presentation (in allocated groups)		
7	Tu 11.11.2025	13.15 – 17.00	Final Presentation to the Board [participation mandatory]	Final Presentation (in allocated groups)		
Moodle Course			tbd			
Additional Bibliography / References			<ul style="list-style-type: none"><li>Brealey/Myers/Marcus: Fundamentals of Corporate Finance. McGraw-Hill.</li><li>Jones/George: Contemporary Management. McGraw-Hill.</li><li>Whitaker: Cross-Border Mergers &amp; Acquisitions. Wiley.</li></ul>			
Specification of Assessment Details (as per Course Description and Exam Cover Sheet)			<ul style="list-style-type: none"><li>The module grade is made up of 6 equally weighted group assignments.</li><li>There is no final module examination.</li></ul>			

The Course Description and this Semester Programme define the scope and framework for the course assessment. Within this overall framework lecturers may decide to change specific contents.