

**The University of New Mexico**  
**Management 490/594**  
**Mergers and Acquisitions**  
**Spring 2016**

Instructor: Thomas H. Bonafair  
Office Phone: 505-463-0600  
Home Phone: 505-821-3063  
Email: tombonafair@usa.net  
Office Hours: By Appointment  
Tues. 5 - 7 p.m.

Required Text

*The Art of M & A*  
Fourth Edition  
Stanley Foster Reed and Alexandra Reed Lajoux  
McGraw-Hill

Course Description

The course focuses on the role senior management and also the board of directors play in achieving long range growth and specifically how merger and acquisition activity is involved in achieving these goals. The course will not introduce significantly new financial or analytical techniques to which the student has been exposed in the pre-requisite introductory courses in accounting at UNM. Guest speakers from banking and investment management will participate. The class should be engaging and give students the opportunity to learn real world business activity surrounding mergers and acquisitions.

Semester Design

The course schedule will be followed as closely as possible. However, the instructor, in review with students, does retain the right to alter the schedule during the semester if further attention or discussion is required on any particular subject.

Confidentiality

Class participants, including the instructor and guest practitioners, may present information that should not be shared with outsiders. This confidentiality about sources and contexts will create an open environment for discussion of organizational and individual matters related to the course content. You will be required to sign a confidentiality agreement the first week of class.

Academic Integrity

Anderson School of Management faculty, staff and students commit to values of trust, honesty, integrity, and accountability. We will not tolerate academic dishonesty. By enrolling in any course at Anderson, the student accepts the Anderson Academic Honesty Code and affirms the following pledge:

*I will not lie, cheat, fabricate, plagiarize or use any other dishonest means to gain unfair academic advantage.*

Any violation of the code of conduct will be taken very seriously and appropriate sanctions will be applied. For full text of Anderson's Academic Honesty Code, please visit <http://www.mgt.unm.edu/honesty>.

#### ADA Statement

Reasonable accommodation will be given to any individual with a legitimate disability. Please contact the instructor privately for arrangements. If you are a qualified person with disabilities who might need appropriate academic adjustments, please communicate with me as soon as possible so that we may make appropriate arrangements to meet your needs in a timely manner. Frequently, we will need to coordinate accommodating activities with other offices on campus. Course materials can be made available in alternative formats.

#### Exams

Two exams will be given during the course. The exams will cover materials both from the readings and the lectures.

#### Class Participation and Attendance

Active participation is encouraged and expected. It is highly recommended that students attend all class meetings. An absence is excused only if the instructor is notified prior to the class.

#### Grading

Final grades will be computed on the following basis:

Exam 1 -40%

Exam 2--40%

Participation/Attendance -20%

## Class Schedule

Date	Topic	Readings
Jan. 19	Introduction and Review of Course	-----
Jan. 26	Planning and Finding Strategic Management	Chapter 2
Feb. 2	Getting started in Mergers And Acquisitions	Chapter 1
Feb. 9	Valuation and Pricing	Chapter 3
Feb. 16	Financing and Re-Financing	Chapter 4
Feb. 23	The Due Diligence Inquiry	Chapter 5 and 6
Mar. 1	Negotiation the Letter of Intent And Acquisition Agreement	Chapter 8 and 9
Mar. 8	Mid-Term Exam	
Mar. 15	Spring Break	
Mar. 22	Guest Speaker M&A Banker	None
Mar. 29	Guest Speaker M&A Attorney	None
April 5	Post-Merger Integration Activity	Chapter 10
April 12	The Corporate Financial Planning System	None
April 19	Review of Types of Debt And Capitalization	Handout
April 26	Special Issues for M&A In Public Companies	Chapter 12
May 3	Beyond M&A, spin-offs And Strategic Alliances	Chapter 14
May 10	Final Exam	