

COURSE OUTLINE

(1) GENERAL

SCHOOL	Faculty of Social, Political and Economic Sciences		
ACADEMIC UNIT	Department of Economics		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	NE76	SEMESTER	7th
COURSE TITLE	Mergers and Acquisitions		
INDEPENDENT TEACHING ACTIVITIES <i>if credits are awarded for separate components of the course, e.g. lectures, laboratory exercises, etc. If the credits are awarded for the whole of the course, give the weekly teaching hours and the total credits</i>		WEEKLY TEACHING HOURS	CREDITS
Lectures		4	6
<i>Add rows if necessary. The organisation of teaching and the teaching methods used are described in detail at (d).</i>			
COURSE TYPE <i>general background, special background, specialised general knowledge, skills development</i>	Elective (Special Background)		
PREREQUISITE COURSES:			
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	Greek		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes		
COURSE WEBSITE (URL)	Course description available at e-class https://eclass.duth.gr/courses/KOM06186/		

(2) LEARNING OUTCOMES

Learning outcomes

The course learning outcomes, specific knowledge, skills and competences of an appropriate level, which the students will acquire with the successful completion of the course are described.

Consult Appendix A

- Description of the level of learning outcomes for each qualifications cycle, according to the Qualifications Framework of the European Higher Education Area
- Descriptors for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Appendix B
- Guidelines for writing Learning Outcomes

After the course, students should be able to understand and explain the business process of mergers and acquisitions, what drives the strategy of mergers and acquisitions, how the target company is selected, what determines the company valuation and the different methods with which it can be achieved, how to negotiate, what is the role of each interested party and the factors leading to a successful acquisition or merger. In addition, they will be able to understand the motives of buyers and sellers, the role of investment banks, advisers and fund providers.

General Competences

Taking into consideration the general competences that the degree-holder must acquire (as these appear in the Diploma Supplement and appear below), at which of the following does the course aim?

Search for, analysis and synthesis of data and information, with the use of the necessary technology	Project planning and management
Adapting to new situations	Respect for difference and multiculturalism
Decision-making	Respect for the natural environment
Working independently	Showing social, professional and ethical responsibility and sensitivity to gender issues
Team work	Criticism and self-criticism
Working in an international environment	Production of free, creative and inductive thinking
Working in an interdisciplinary environment
Production of new research ideas	Others...

- Search for, analysis and synthesis of data and information, with the use of the necessary technology
- Working independently
- Production of free, creative and inductive thinking

(3) SYLLABUS

Mergers and acquisitions are a key element of corporate strategy and business activity almost on a daily basis. In booming periods, companies use mergers and acquisitions to accelerate their growth (in the same market) or to expand either in new markets or in other geographical areas. In recession times, mergers and acquisitions may be necessary, as company administrations have to make important decisions: Can the company survive as an independent entity? Does the company need additional funds? Is it time to sell? These decisions may have to be taken in the light of stricter regulatory frameworks, particularly in the financial sector, and may require resources that are limited (especially in crisis periods). Irrespective of whether we are experiencing rising or falling markets, mergers and acquisitions remain in the focus of interest for business administrations. And not only, as it is an activity with many stakeholders: human resources, shareholders, customers, vendors, regulators, the wider sector etc., and affects each and every division of the company, such as financial services, IT, the commercial department, etc.

(4) TEACHING and LEARNING METHODS - EVALUATION

<p>DELIVERY <i>Face-to-face, Distance learning, etc.</i></p>	<ul style="list-style-type: none"> • Class lectures • Notes, slides, etc posted on e-class 	
<p>USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY <i>Use of ICT in teaching, laboratory education, communication with students</i></p>	<ul style="list-style-type: none"> • Support of the learning process via e-class • Use of internet 	
<p>TEACHING METHODS <i>The manner and methods of teaching are described in detail.</i> <i>Lectures, seminars, laboratory practice, fieldwork, study and analysis of bibliography, tutorials, placements, clinical practice, art workshop, interactive teaching, educational visits, project, essay writing, artistic creativity, etc.</i></p> <p><i>The student's study hours for each learning activity are given as well as the hours of non-directed study according to the principles of the ECTS</i></p>	<p>Activity</p>	<p>Semester workload</p>
	<p>Lectures</p>	<p>52</p>
	<p>Study</p>	<p>104</p>
<p>Course total</p>	<p>156 (26 hours per Credit Unit)</p>	
<p>STUDENT PERFORMANCE EVALUATION <i>Description of the evaluation procedure</i></p> <p><i>Language of evaluation, methods of evaluation, summative or conclusive, multiple choice questionnaires, short-answer questions, open-ended questions, problem solving, written work, essay/report, oral examination, public presentation, laboratory work, clinical examination of patient, art interpretation, other</i></p> <p><i>Specifically-defined evaluation criteria are given, and if and where they are accessible to students.</i></p>	<p>In class exam</p> <ul style="list-style-type: none"> • Solution of exercises relevant to the quantitative part of the topics covered • Comparative assessment of the theoretical topics 	

(5) ATTACHED BIBLIOGRAPHY

- Αποτίμηση επιχειρήσεων. Θεωρία-Μεθοδολογία-Πρακτική, Λαζαρίδης Θεμιστοκλής
- Εταιρική Διακυβέρνηση, Θ. Λαζαρίδης, Ε. Δρυμπέτας