



Award in English for Merger and Acquisition Management

★ MQF/EQF Level 5

★ Course Start Date: 19th Aug. 2024

Our Mission & Values

EXCELLENCE

Excellence is the hallmark of all Ascencia Malta's educational programmes. Our programmes are homegrown, officially accredited by the Malta Further and Higher Education Authority, and designed to put our learners at the centre of their learning. We recruit from among the most talented professionals on the island to give our learners the benefit of first-hand industry experience combined with leading-edge pedagogies.

ACCESSIBILITY

We strive to ensure that Ascencia Malta is an open to youths from all walks of life who might aspire to take their academic or professional careers to the next level. We prioritise dedication and ambition far above background or origins, as we believe these qualities drive personal growth and shape the leaders of the future.

LEARNER-CENTREDNESS

To ensure that the ambitions of each individual are not only recognised but celebrated, we are proud to afford our learners individual attention in the classroom. Here, they will find training courses founded on participatory pedagogies and based on the value of concrete examples, real-world engagement, and constant exchange between learners and practitioners. Outside the classroom, we follow learners' progress closely and they know that our doors are open at any time for them to come and present their dream projects or to seek our practical advice.

Why Malta as a study destination

1. **Cultural Immersion** in a vibrant Mediterranean context
2. **Proficiency in the English language**, one of Malta's two native languages
3. **Globally Recognised Quality Education** with unbeatable affordability
4. **Travel and Leisure**, an ideal staycation and a base for exploring the rest of Europe
5. **International Networking** inside a truly global community of students, professionals, and entrepreneurs
6. **Business-Friendly Environment** in a country that actively promotes innovation, entrepreneurship, and emerging industries
7. **Career Prospects** thanks to employers who value versatility and agility
8. **Personal Growth**, self-discovery and independence as the side-effects of the study-abroad experience

AWARD TITLE	STUDY-UNITS COVERED	NUMBER OF ECTS	TOTAL DURATION OF AWARD	TOTAL HOURS OF LESSONS	TOTAL HOURS OF TUTORIALS/ WORKSHOPS	TOTAL SELF-STUDY HOURS
Award in English for Merger and Acquisition Management	• Business (Ad) Ventures: Mergers and Acquisitions	1 ECTS	2 Weeks (full-time, consecutive)	20 Hours	N. A.	3 Hours

Description

Inform yourself about the cultural and linguistic challenges that arise in transactions where companies buy each other out or blend with each other. Learn appropriate approaches to cultures that negotiate more aggressively versus those that refuse to continue negotiating without partners from other cultures noticing. Turn scanning for information, analysing and applying critical thinking to what is heard and read, making predictions and discussing likelihoods with various degrees of certainty, and polished presentation skills to your advantage as you participate in real-life case studies. Devise strategies for successful mergers and acquisition. Explore how language affects negotiations, participate in error correction and feedback sessions and begin to use language strategically to reach mutually beneficial agreements.

What will I be able to do after this Award?

SPEAKING

- o Find common ground between apparently disparate companies and business portfolios
- o Demonstrate sensitivity towards different company cultures by speculating about ways to make employees from an acquired Company feel welcomed
- o Select from a list of businesses, prioritise and justify your choices to a group of investors in a roleplay
- o Analyse information presented in an internal marketing survey combined with profiles of candidate companies to prepare a presentation ranking them for acquisition

LISTENING

- o Confirm one's ideas about technical topics by listening to an expert's talk and prepare notes about key aspects of the lecture
- o Access key information from a presentation, learn new phrases and categorise them by what they do in a conversation for your future use

READING

- o Confirm predictions about which companies acquired which and to prepare an oral response to a provocative statement

VOCABULARY & ACCURACY

- o Combine future tenses, modal forms, and lexical expressions to organise longer chunks of discourse
- o Make predictions about your company, your country or yourself, experimenting with new tenses and time phrases

WRITING

- o Compose a report to the CEO considering the four possible acquisitions and politely recommending one