



# M&A Training Plan - Sample

Event		Stakeholder Group							Program Description / Comments:
#	Program Type	Executive Team	Deal Team (Corp. Dev; DMO; IMO)	Business Unit Leaders	Function & Process Leaders	Task Force Members	Advisors	TargetCo Team (TBD)	
1	Executive Briefing - Keys for Ensuring Deal Success								
2	Understanding the M&A Deal Lifecycle								
3	Strategy & Targeting								
4	Due Diligence - Overview & Best Practices								
5	Due Diligence - Functional Specifics								
6	Integration - Overview & Best Practices								
7	Integration - Functional Specifics								
8	Deal Team & Integration Team Kickoff Briefings								
9	GameDay Strategy Clarification								
10	Change Leadership, Culture & Communications								
11	Annual Conference								
12	TownHalls (Monthly / Quarterly)								
13	Knowledge Capture: Internal Case Studies & Key Learning								
14	Linkage to Succession Planning, Rewards, Leadership Development Systems								