

# The Art of M&A® for Integration Leaders

October 11-13, 2023 / Manchester Grand Hyatt, San Diego, CA - All times shown are U.S. Pacific Time Zone



	October 11, 2023	October 12, 2023	October 13, 2023
TIME	Wednesday	Thursday	Friday
8:00 - 8:30 AM	<i>Light Breakfast, Coffee &amp; Networking</i>	<i>Light Breakfast, Coffee &amp; Networking</i>	<i>Light Breakfast, Coffee &amp; Networking</i>
8:30 - 10:00 AM	Welcome, Presenter Intros, Housekeeping Presentation #1: <b>Business Case for Effective Integration</b>  <i>Application Exercise #1</i>	Welcome, New Presenter Intros Presentation #6: <b>Understanding People &amp; Risk</b>  Presentation #7: <b>Employee Experience</b>	Welcome, New Presenter Intros Presentation #12: <b>Culture During an Integration</b>  Presentation #13: <b>IT and Cybersecurity Integration Considerations</b>
10:00 - 10:30 AM	<i>Morning Break</i>	<i>Morning Break</i>	<i>Morning Break</i>
10:30 - 12:00 PM	Presentation #2: <b>The M&amp;A Lifecycle / The Art of M&amp;A® Vault</b> Presentation #3: <b>Strategic Fit</b>  <i>Application Exercise #2</i>	Presentation #8: <b>Integration Strategy Framework (ISF), Including Executive Alignment Summit</b>  <i>Application Exercise #4</i>	Presentation #13 (cont'd): <b>IT and Cybersecurity Integration Considerations</b>  <i>Final Wrap-Up</i>
12:00 - 1:00 PM	<i>Lunch</i>	<i>Lunch</i>	
1:00 - 2:30 PM	Presentation #4: <b>Waging the Change &amp; Communications Campaign</b>  <i>Application Exercise #3</i>	Presentation #9: <b>ISF Next-Level Detail</b>  <i>Application Exercise #4 (cont'd)</i>	
2:30 - 3:00 PM	<i>Afternoon Break</i>	<i>Afternoon Break</i>	
3:00 - 4:30 PM	Presentation #5: <b>Managing the Integration Process: Operating the IMO</b>	Presentation #10: <b>Customer Experience</b>  Presentation #11: <b>IT and Cybersecurity Integration Introduction</b>	
4:30 - 5:30 PM	<i>Evening Break / Office Hours</i>	<i>Evening Break / Office Hours</i>	
	<b>This is Your Time:</b> Catch-up on emails / action-items from your day-to-day responsibilities; or join a private sounding board session with event presenters, partners or staff	<b>This is Your Time:</b> Catch-up on emails / action-items from your day-to-day responsibilities; or join a private sounding board session with event presenters, partners or staff	<a href="#">RESERVE YOUR GUEST ROOM</a> Manchester Grand Hyatt, San Diego, CA Hotel Room Block Cut-Off is Tuesday, SEP 19, 2023
5:30 - 7:30 PM	<b>Wednesday Reception/Roundtable:</b> Complimentary hors d'oeuvres and adult beverages will be served during casual roundtable discussions with the presenters, centered around topics chosen/submitted by attendees.	<b>Thursday Reception/Roundtable:</b> Complimentary hors d'oeuvres and adult beverages will be served during casual roundtable discussions with the presenters, centered around topics chosen/submitted by attendees.	<div style="background-color: #0056b3; color: white; padding: 10px; text-align: center; font-weight: bold;">REGISTER</div>

# The Art of M&A® for Integration Leaders / In-Person / San Diego, CA / Oct 2023

## Course Summary:

Join us for an intensive instructional event focused on navigating the intricacies of M&A Integration. This comprehensive course is designed to equip participants with the knowledge and skills necessary to orchestrate successful mergers and acquisitions, ensuring a smooth transition and maximizing business value. Delve into the essential topics that drive effective integration, from understanding the initial business case to optimizing outcomes through culture assessment. Learn from industry experts and gain practical insights to confidently manage the entire integration process.

## Module Descriptions:

**Business Case for Effective Integration:** Understand the compelling reasons behind prioritizing a seamless integration process and its impact on long-term business success.

**The M&A Lifecycle:** Navigate through the stages of M&A, from pre-deal assessment to post-deal optimization, ensuring a structured approach for maximum value creation.

**Strategic Fit:** Learn how to assess and enhance the alignment of merging entities' goals, values, and objectives to ensure a harmonious integration.

**Waging the Change & Communications Campaign:** Develop strategies to effectively communicate change, manage resistance, and foster a collaborative culture during integration.

**Managing the Integration Process: Operating the IMO:** Dive into the responsibilities and best practices of the Integration Management Office (IMO) for seamless coordination and execution.

**Understanding People & Risk:** Explore the human element of M&A, including talent retention, cultural sensitivity, and risk mitigation strategies to safeguard the integration process.

**Employee Experience:** Discover how to create a positive and engaging experience for employees, minimizing disruption and maximizing productivity during the integration.

**Integration Strategy Framework (ISF), Including Executive Alignment Summit:** Learn to develop and implement a structured framework for integration, ensuring clear alignment of executive vision and objectives.

**Integration Strategy Framework (ISF) Next-Level Detail:** Delve deeper into the components of the Integration Strategy Framework, gaining advanced insights into its application for specific integration scenarios.

**Customer Experience:** Address customer concerns, maintain trust, and ensure a seamless experience throughout the integration process.

**IT and Cybersecurity Integration Considerations:** Explore in-depth considerations for integrating IT systems and cybersecurity protocols to safeguard against potential risks and vulnerabilities.

**Culture During an Integration:** Understand the complexities of merging organizational cultures and strategies to foster a unified, high-performing work environment.