1. Motivating M&As


2. What drives cross-border M&As


3. Why M&A waves occur


4. Growth via acquisition and its implications for market responses


5. Learning from market responses in the M&A process


6. The role of M&A advisors


7. Toeholds

8. Gains from acquisitions


9. Value destruction in M&A


**Recommended reading:**


**Additional literature:**


Students are supposed to include further literature in their term papers (which can be composed in either English or German). Each student must compose his/her own term paper. The presentation is group work. Each team (topic 1 to 9) has to present its results in a one-hour presentation. The inclusion of anecdotal evidence or case studies is recommended.

**Registration starts on June 28, 2012 at 11h – Room 219, Building 20.13.**

Preliminary meeting and assignment of topics will be on July 18, 2012 at 13.10h – Room 001, Building 20.13.

In case of any questions, please contact Dr. Peter Limbach: peter.limbach@kit.edu