

[Home](#) > [Upcoming Programs](#) > 8th Annual M&A Skills Boot Camp

8th Annual M&A Skills Boot Camp



In order to complete an acquisition in today's M&A market, you need a clear understanding of how to structure and negotiate a deal that meets your client's business goals. Working with OsgoodePD's faculty of M&A experts, you will learn how to successfully execute the deal on time and manage risks.

This two-day, intensive *OsgoodePD* boot camp is designed to teach lawyers how to run a M&A transaction from its inception through to closing. Built around a hypothetical corporate acquisition, the program features high level instruction, demonstrations, negotiation strategies and lively discussion with leading practitioners.

Whether you're a junior transactional lawyer or practice in another area, you'll come away from this program with a thorough understanding of the key principles and techniques you need to know to confidently anticipate and deal with the issues that may arise in a negotiated transaction.

You'll gain important insights and key strategies required for M&A success, including:

- Gathering the information you need and keeping clients informed
- Understanding the ethical and professional issues that may arise in negotiating the deal
- Mitigating risks through appropriate due diligence
- Choosing the right structure for the transaction
- The impact of asset versus share transactions on labour,

What past attendees of our M&A Skills Boot Camp have said:

"The Due Diligence and Negotiating the Fundamentals sessions were outstanding, very practical discussion. The program exceeded my expectations, it was very well-done."

"Extremely knowledgeable panelists who are experts in their field. They provided some real-life scenarios and it was clear they were more than willing to provide all the tricks of their trade."

Hotels & Parking

If you require accommodations in downtown Toronto, OsgoodePD has arranged Corporate Rates with several hotels within walking distance of our downtown conference centre.

Sponsor A Program

Looking for an innovative way to market your firm's products or services?

Consider **sponsoring** an

- employment, pension and benefits issues
- Negotiating representations, warranties, covenants and conditions and indemnities
- Investment Canada/competition/antitrust issues in M&A transactions
- Managing risk in international transactions
- Managing corporate governance issues in M&A transactions
- Trends and highlights from recent deals
- Identifying and mitigating environmental risks
- Handling closing issues and post-closing logistics and disputes

Faculty

Course Leader

Aaron S. Emes, Partner, Torys LLP

Faculty

Michael D. Amm, Torys LLP

Jason (Jake) Bullen, Cassels Brock & Blackwell LLP

[+](#) Show More

Agenda

Day One: 8th Annual M&A Skills Boot Camp
March 31, 2015

Day Two: 8th Annual M&A Skills Boot Camp
April 1, 2015

Expand All

8:30 am	Recap and Introduction from Course Leader
8:35 am	Negotiating the Fundamentals
10:30 am	Refreshment Break
10:45 am	Labour, Employment, Pensions and Benefits Issues in the M&A Process
12:00 pm	Networking Luncheon
1:00 pm	Corporate Governance Matters and Regulatory Update

2:00 pm	What's Market? Highlights from Recent Deals and Studies
3:00 pm	Refreshment Break
3:15 pm	Assessing IT and Intellectual Property Ownership Richard Corley, Goodmans LLP Key issues in IT and IP due diligence Establishing and implementing a due diligence plan Avoiding common IT/IP pitfalls Assessing IP ownership and exposure Open source and other software licences Emerging issues and trends
4:00 pm	Identifying and Mitigating Environmental Risks
4:45 pm	Closing and Post-Closing Logistics: Best Practices
5:30 pm	Program Concludes

Fees

Fees include attendance, program materials, continental breakfast, lunch and break refreshments. Group discounts are available. Please inquire about financial assistance.

Group Discounts for CPD Programs

OsgoodePD offers **group rates** for both on site and webcast formats. Please note these are only available when paying for members of the same organization, at the same time, and payment is made with one invoice.

Program Changes

We will make every effort to present the program as advertised, but it may be necessary to change the date, location, speakers or content with little or no notice. In the event of program cancellation, York University and Osgoode Hall Law School's liability is limited to reimbursement of paid fees.

Cancellations and Substitutions

Substitution of registrants is permitted at any time. If you are unable to find a substitute a full refund (less \$75 administration fee) is available if

a cancellation request is received in writing 5 days prior to the program date. No other refund is available.

Program Lawyer

If you have any questions or would like more information please contact:

Umair Abdul Qadir

uabdulqadir@osgoode.yorku.ca

[> Faculty](#)

[> Agenda](#)

Program Details

Date & Time

March 31- April 1, 2015

8:00 a.m. - 5:30 p.m.

Location

Osgoode Professional Development Centre,
1 Dundas St. W., 26th Floor Toronto, ON

Fee per Delegate

\$1695 plus HST

[> Register Now](#)

Eligible CPD Credit Hours

Select

[Questions?](#)

Who Should Attend

Lawyers practising in:

- M&A
- Corporate Finance
- Securities

Executives involved in M&A negotiations and transactions

In-house counsel

Government and regulatory representatives

[Back to top](#)

Osgoode Professional Development

1 Dundas Street West, Suite 2602
Toronto, ON Canada
M5G 1Z3

Email: OsgoodePD@osgoode.yorku.ca

Tel: 416.597.9724 | 1.888.923.3394

Fax: 416.597.9736

[Disclaimer](#) | [Privacy Policy](#) | [Terms of Use](#)

© York University, Osgoode Professional Development, 2014. All rights reserved.