

General information			
Course co-ordinator		Dolores Pušar Banović, PhD, College Professor	
Course title		BUSINESS COMBINATIONS	
Study programme		Professional graduate study programme	
Course status		Obligatory	
Year	Semester	2	3
Value of credits and lecturing procedures		ECTS	6
		Number of hours (Lectures+Exercises+Seminars)	45 (30 + 0 +15)

1. COURSE DESCRIPTION	
<i>1.1. Objectives</i>	
<p>The objective of the course is to acquaint the students with basic types and features of business combinations which they could encounter in the corporations' business. The objective is to point out to types of growth strategies of corporations, their quantifying and related valorisation of achieved synergy. Furthermore, the objective is to acquaint the students with the advantages of acquisitions and relate this course with the course Estimate of Company's Value in order to completely comprehend the advantages (and also possible problems) in planning and tracking the development of corporations.</p>	
<i>1.2. Course enrolment conditions</i>	
None	
<i>1.3. Expected outcomes of the course</i>	
<ol style="list-style-type: none"> 1. to classify and explain the basic terms in the field of conducting business combinations 2. to show and to estimate the effects of the specific types of business combinations 3. to analyse and check the effects of business combinations on further development of the corporation 4. to apply the techniques and methods of measuring the company's growth and evaluation of the particular acquisition 5. to estimate the acquisition processes and possible benefits of the particular acquisitions 	
<i>1.4. Course contents</i>	
<p>Term and characteristics of business combinations. Types of business combinations (business alliances, acquisitions and holding companies). Effects of business combinations. Internal and external growth of companies – the term of growth, diversification, stability and motivation for profit. Types of growth of companies. Measuring growth. Value of synergy. Evaluation of acquisition. Acquisition risk. Analysis of possible benefits from acquisition. Analysis of acquisition paid in cash. Definition of the acquisition price. Pre-acquisition and post-acquisition premium. Take-over and pyramiding of the companies. Leverage in holding pyramid. Analysis of effect of tax between the companies.</p>	
<i>1.5. Teaching methods</i>	<input checked="" type="checkbox"/> lectures <input type="checkbox"/> instruction <input checked="" type="checkbox"/> guided discovery learning <input checked="" type="checkbox"/> discussion <input checked="" type="checkbox"/> group/team learning <input type="checkbox"/> _____
<i>1.6. Comments</i>	
<i>1.7. Students' obligations</i>	
<p>Attendance in classes – part time students are expected to be present at least 50% of the total teaching hours, whereas full time students are expected to be present at least 70% of the total teaching hours. In the case of student's inability to have</p>	

<p>the required attendance percentage, he/she will be required to write a seminar paper on the topic determined by the lecturer. The submission of the correct seminar paper represents the condition to take the exam.</p>							
<p>1.8. <i>Monitoring students' accomplishments</i></p>							
Attendance	0.5	Student's activity during lectures	0.5	Seminar paper	1.0	Experimental work	
Written exam	2.0	Oral exam	1.0	Essay		Research work	
Project		Permanent testing of student's knowledge		Written presentation		Practical work	
Portfolio		Independent task solving	1.0				
<p>1.9. <i>Measuring the achievements of learning outcomes and evaluation and assessment of the results of students' work</i></p>							
<p>The workload factor of each learning outcome stated in the Chapter 1.3. totals 1. A half of the workload factor for each learning outcome represents a minimum threshold for the achievement of the this learning outcome.</p> <p>During the semester evaluated are student's activity, the seminar paper and its successful presentation as well as independent task solving. The final exam comprises the written part, the seminar paper and the oral part.</p> <p>The final grade is based on the total sum of grades obtained in the written exam (60%), the seminar paper (20%) and oral exam (20%)</p>							
<p>1.10. <i>Obligatory reading</i></p>							
<ol style="list-style-type: none"> 1. Gulin, D. i Orsag, S.: Poslovne kombinacije, Hrvatska zajednica računovođa i financijskih djelatnika, Zagreb, 1997. 2. Pušar Banović, D.: Poslovne kombinacije (recenzirana skripta). RRiF Visoka škola za financijski menadžment, Zagreb, 2017. 							
<p>1.11. <i>Optional reading</i></p>							
<ol style="list-style-type: none"> 1. Brealey, R.A. , Myers, S.C. Marcus, A.J.: Osnove korporativnih financija, Mate, Zagreb, 2007. 2. Damodaran, A.: Investment Valuation. Tools and Technics for Determining the Value of Any Assets, Third Edition, John Waley and Sons, Inc. 2018. 3. Harding, D., Rovit, S.: Preuzimanja i spajanja poduzeća, Harvard Business School Press, Masmedia, 2004. 4. Koller, T., Goedhart, M. and Wessels, D.: Valuation. Measuring and Managind the Value of Companies, John Waley and Sons, Inc. 2010. 5. Selected professional articles 							
<p>1.12. <i>Quality control which ensures the acquisition of the corresponding knowledge, skills and competences after the completion of the study.</i></p>							
<p>At the end of the semester the students fill in an anonymous questionnaire. The comments, suggestions and information in the questionnaire and the evaluation procedures are to be used to improve lectures, exercises and other ways of work with students. Self-evaluation of teaching stuff is aimed at making some corrections in order to improve the quality of teaching.</p>							
<p>1.13. <i>Expected competences</i></p> <ul style="list-style-type: none"> - Professional level of skills of determining the types and specifics of the particular business combination. - Analytical approach to the selection of the methods of evaluation of the company's acquisition. 							