

Private Equity Negotiations

EXECUTIVE EDUCATION



London
Business
School

Become an expert private capital deal negotiator

Learn how to make the most out of every private capital deal

Programme focus

Knowing how to manage the deal process is essential for avoiding pitfalls that even seasoned business leaders often fall victim to. On our Private Equity Negotiations programme, you'll learn to recognise issues before they arise and gain insights into how to effectively navigate your way to success. This unique programme brings together accounting and finance expertise with behavioural science to teach you how to avoid predictable errors and biases that can destroy value creation.

You will explore both the technical aspects and psychological drivers that will keep you on the front foot throughout the negotiation process. The programme emphasises the importance of strategic and systematic preparation, understanding the critical components of a deal's terms and conditions, learning how to manage emotionally charged negotiation situations to ensure against value destruction.

You and your peer group of diverse business leaders who attend will enhance and hone your private capital deal-making skills, benefiting from London Business Schools' world-class faculty who will guide you through this innovative, multidisciplinary programme.

What you learn

- Explore how commercial terms and conditions impact ultimate deal success.
- Gain a deeper understanding into how investors' commercial and psychological drivers can affect negotiation outcomes.
- Learn to deal with complex negotiations and develop the mindset that will increase long-term deal success for all involved parties.
- Unlock the power of systematic preparation and principled approaches when negotiating terms.
- Understand how to manage emotions and guide key stakeholder conversations to keep deals on track.
- Learn how to save deals jeopardised through less-than-optimal last-minute diligence findings.

How you learn

- Access the latest research from two world-leading academics – Florin Vasvari, an expert on accounting information, management controls and private market investing, and Niro Sivanathan, a leader in organisational behaviour and negotiations.
- Learn first-hand from guest speakers from the private deal sphere and draw on their experiences of private equity negotiations.
- Practice your negotiating skills through live interactive simulations and develop greater confidence in your ability to face all types of negotiations.
- Sharpen your skills through studying the latest case studies, taught by the experts who wrote them. You'll cover multiple topics that teach how to navigate important deal aspects, such as structuring, debt financing, and integration and transition issues.
- Work collaboratively, build connections and share valuable industry insights with your cohort, comprised of professionals from a diverse range of cultures and industries.

Is it right for me?

This programme is designed to enhance the capabilities of mid-to-senior career level buyers, sellers, and advisors with approximately ten years of exposure to private capital markets. Attendees can include, but are not limited to:

- Entrepreneurs and business founders
- Private capital fund investors
- Angel investors
- Merger & acquisition specialists
- Private capital fund advisors
- Accelerator or crowdfunding platform managers
- Professional management teams
- Business operators responsible for negotiations
- Consultants, accounts, and attorneys
- Regulators



Meet the faculty

Benefit from two of London Business School's industry-leading academics who will maximise your private equity negotiation skills through cutting-edge live simulations, case studies, and group work.

They will guide you through their own ground-breaking research as you learn how to ensure you achieve the best outcome for all parties in every deal.



Florin Vasvari

Professor of Accounting; Chair, Accounting Faculty; Academic Director, Institute of Entrepreneurship and Private Capital

Academic focus: Professor Florin Vasvari teaches courses on Distressed Investing as well as Private Equity and Venture Capital. He is an expert on the use of accounting information in credit markets and private capital funds. His research investigates the pricing and the role of accounting information in secondary debt markets, debt contracting issues, securitizations of syndicated loans, debt market intermediaries, bankruptcy valuation as well as private equity funds reporting practices and performance. His work on private equity includes work on ESG reporting, limited partners' private equity allocations, private equity valuation and performance measurement, private equity secondaries and aspects of risk management.



Niro Sivanathan

Professor of Organisational Behaviour

Academic focus: Niro Sivanathan's research broadly centres around decision-making, power and status. He is an award-winning teacher of negotiations, decision-making and influence. His research draws on social psychological and evolutionary theories to examine how our judgments, decisions and behaviours are shaped by the psychological experience of status and power within social hierarchies. In addition, he also explores how our motivation to maintain the self-integrity influences decision-making.

Your learning experience

Programme timetable

Day 1

Introduction to private equity transaction processes and market overview

- Discuss the key players and the deal due diligence process, with a market overview describing typical private capital fund economics.

Leveraging Influence at the deal table

- Combine decision-making and the psychology of influence to develop influential tactics and strategies for the bargaining table and beyond.

Day 2

Negotiation of venture deals

- Explore negotiation preparation, covering tools, tips and tactics around the science of capturing value, with details across the deal-making process and analyse case study.

Negotiation of buyout deals with sellers

- Learn to approach complex, multiple-issue, and integrative negotiations and employ a scoring system to standardise processes. Understand how to achieve Pareto efficiency, focussing on crucial deal aspects and review another case study.

Celebratory dinner and networking event

Day 3

Negotiation of management incentive plans

- Augment foundational components with three advanced value-creating/integrative strategies that focus on key aspects that commonly occur in negotiations, supplemented by a final case study review.

Negotiation of governance agreements

- Focus on governance arrangements, including company governance, board setup and composition, regulatory requirements, and the 100-day operational plan.

Key takeaways and programme wrap-up

Talk to us

Contact our dedicated Client Relationship Manager

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For the latest programme dates and fees visit london.edu/pen

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