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Our new “Deal U. Workshop” is the perfect way to train those new to working with M&A. Each attendee receives these three critical—and practical—resources:

1. **Deal U. Podcasts**—Access to nearly 60 podcasts about M&A activities—tailored to those new to this area. Each podcast ranges between 5-10 minutes—for a total of 7 hours in content.
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- Single “Deal U. Workshop” attendee \$ 595 introductory rate (\$695 regular rate)
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List of “Deal U.” Podcasts

1. Your First Week
2. The Deal Lawyer Lifestyle
3. Good Training Resources
4. How to Ask for Help
5. Negotiation Basics
6. Negotiation Tips
7. Letters of Intent
8. Confidentiality Agreements
9. Deal Announcements
10. Due Diligence
11. Specific Diligence Areas
12. Deal Rooms
13. Attorney-Client Privilege
14. Accounting Issues
15. Financial Advisors
16. Types of Deal Structures
17. Asset Purchases
18. Tender Offers
19. Auctions
20. Leveraged Buyouts
21. Private Deals
22. Short-Form Mergers
23. Spin-Offs
24. Value Protection
(aka “Caps & Collars”)
25. Carve-Outs
26. Earn-Outs
27. Lock-Ups
28. Top-Up Options
29. Voting Agreements
30. Standstill Agreements
31. Reps & Warranties
32. Schedule TO
33. Form S-4
34. SEC Staff Comment Process
35. Other Regulatory Filings
36. Schedule 13D
37. Shareholder Approval
38. Executive Pay Issues
39. Golden Parachutes
40. Shareholder Activism
41. Antitakeover Devices
42. Change-in-Control
43. Break-Up Fees
44. Fiduciary Duties
45. Court Standards of Review
46. Liability & Indemnification
47. Deal Insurance
48. Controlling Shareholders
49. Books & Records
50. Appraisal Rights
51. Working While Litigation Pending
52. Busted Deals
53. Preparing for Closing
54. Closing
55. Closing Dinners
56. Deal Cubes
57. Integration