

## Course Descriptions NonDegree 2018-2019

Course Title Alliances and M&As  
 Course Code EBC4043  
 ECTS Credits 6,5  
 Assessment Whole/Half Grades

Period	Period	Start	End	Mon	Tue	Wed	Thu	Fri
4	4	4-2-2019	5-4-2019		X			X

Level Advanced  
 Coordinator Paul Hünernund For more information: [p.hunernund@maastrichtuniversity.nl](mailto:p.hunernund@maastrichtuniversity.nl)  
 Language of instruction English

Goals We study state-of-the-art knowledge on alliances and M&As in terms of both academic contributions and more practitioner's oriented knowledge. M&As and alliances are discussed from various theoretical perspectives. Students learn to combine these concepts and confront them with empirical findings.

Description This course discusses firm alliances and mergers and acquisitions (M&As) from a strategy and innovation perspective. It aims at providing a better understanding of the purpose of alliances and M&As and the process of setting up these specific forms of organization. In what way can alliances and M&As help to source new knowledge and create competitive advantage? What are the advantages but also challenges that come with this type of organizational structure? A special focus is put on how to form, manage, and reap benefits of broader alliance networks. The course aims in particular at studying M&As and alliances from various theoretical perspectives but also from a more practitioners-oriented lens. Students learn to combine these different approaches and confront them with empirical findings.

Literature Academic material

Prerequisites Courses and workload are very demanding for all IB Master courses. Exchange students need to have obtained a bachelor degree with a major in Business. Exchange students need to major in strategy in their Master.  
 An advanced level of English

Teaching methods PBL / Lecture

Assessment methods Final Paper / Participation / Written Exam

Evaluation in previous academic year For the complete evaluation of this course please click <http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM>

This course belongs to the following programme / specialisation

Master Business Research	IB Electives
Master Business Research - Operations Research	IB Electives
Master Human Decision Science	Electives
Master International Business - Accountancy	Electives
Master International Business - Controlling	Electives
Master International Business - Entrepreneurship and SME Management	Electives
Master International Business - Organisation: Management, Change and Consultancy	Electives
Master International Business - Strategic Corporate Finance	Electives
Master International Business - Strategy and Innovation	Compulsory Courses
Master International Business - Sustainable Finance	Electives
SBE Exchange Master	Master Exchange Courses
SBE Non Degree Courses	Master Courses