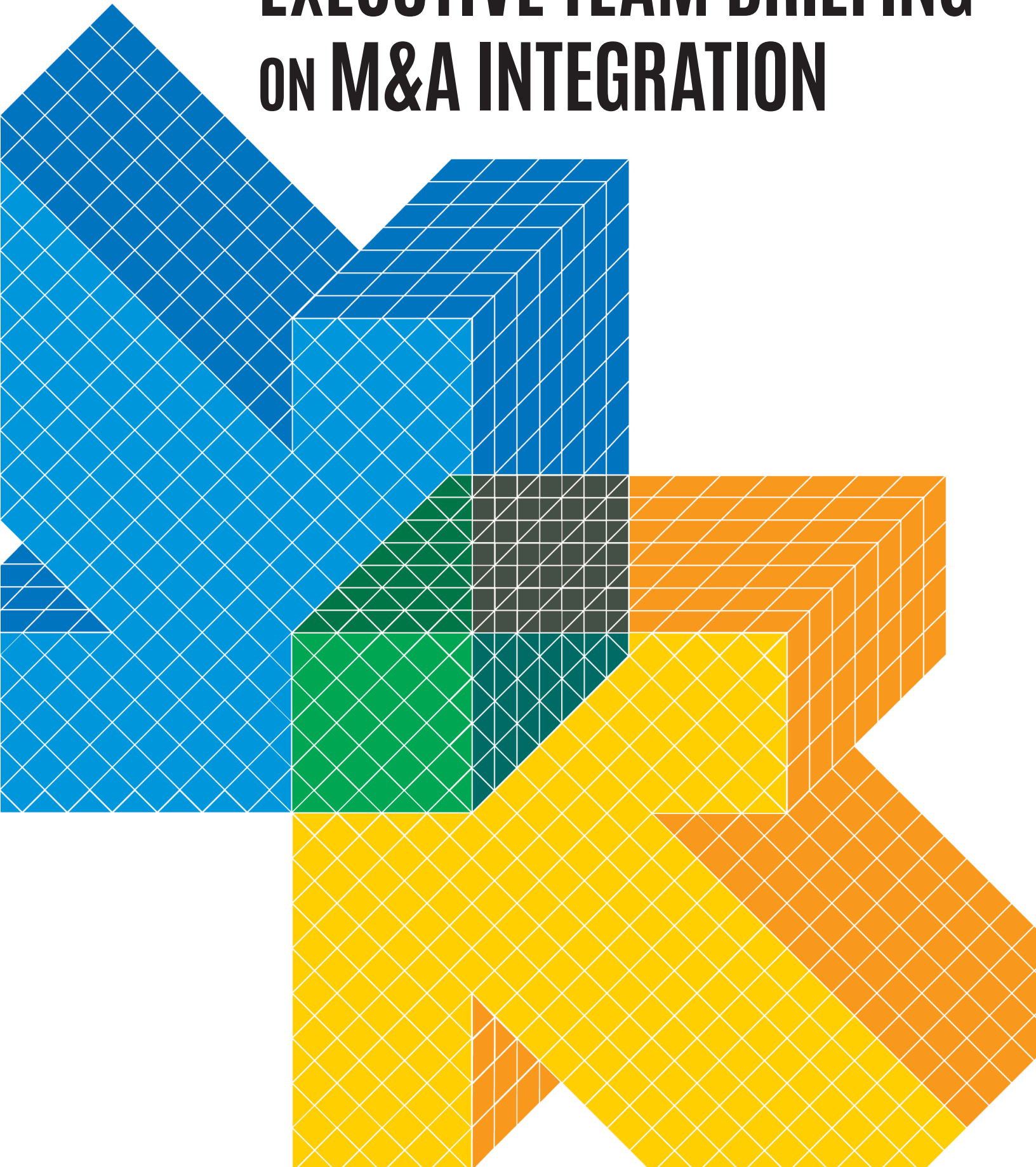


EXECUTIVE TEAM BRIEFING ON M&A INTEGRATION

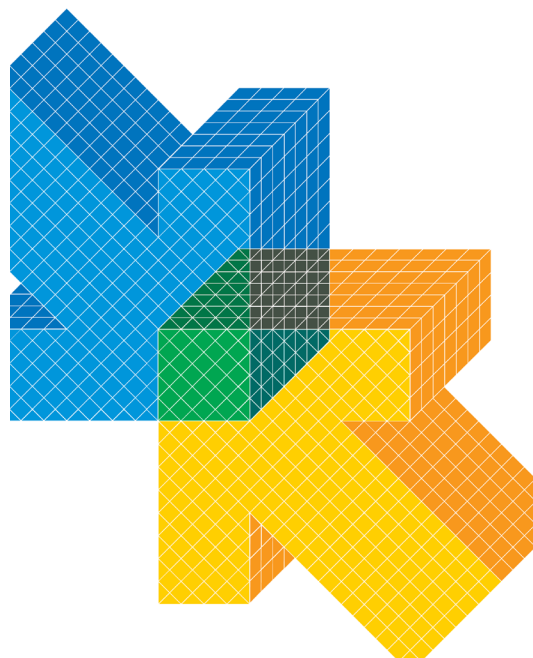


PRITCHETT

EXECUTIVE TEAM BRIEFING ON M&A INTEGRATION

This intensive 4-hour session provides a crash course for the top leaders in an organization on the ground rules for a successful integration.

We distill PRITCHETT's 40+ years of M&A experience into a data-rich, actionable orientation that prepares senior management for the unique challenges and opportunities that lie ahead.



Lay the Foundation for M&A Integration Success

- Our briefing provides critical insights, creates executive alignment on new priorities, and positions your decision makers to follow the same integration game plan.
- We give leaders a panoramic view of the integration landscape, explaining how merger dynamics create new stresses, change people's behavior, and cause a highly predictable set of problems. The situation calls for numerous counter-intuitive moves. Our briefing focuses on what works, what doesn't, and why.
- The session explains the two sides of merger integration: *project management* and *people management*. Both are critical. We highlight key aspects of *project management* such as the appropriate governance structure and integration methodology. *People management* topics include merger-specific communications, how to protect productivity, managing resistance to change, reconciling cultural issues, talent retention, etc.
- The briefing provides an overview of PRITCHETT's proven step-by-step integration methodology, the deliverables for each step, who should create them, and by when. This kind of clarity enables acquirers to move forward with more confidence and purpose.
- We also cover the most damaging mistakes to avoid so acquirers can reduce distractions, remain focused on priorities, and more fully realize the benefits from their deals.

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