Mastering Deal Execution
Exploring New Deal-closing Pathways

This program will provide participants with a proven structure for sustainable deal-making in order to drive business growth.

Deals are crucial across business in areas such as M&A, distribution, licence agreements and supply chain management. This programme is based on practical and innovative methodologies for value driven deal-making.

Participants will benefit from practical classes, case-studies, break-out workshops, insights and expertise provided by leading members of Trinity Business School and guest experts. The programme aims to enable participants to translate their learning from the course into value added commercial outcomes for their organisation.
**Who should do this course:**

This programme is for CEOs, Operations Directors, Commercial Directors and those involved in early stages of M&A or Big ticket deal making. It aims to enable participants to translate their learning from the course into value added commercial processes and methodologies which will deliver deal winning outcomes for their Organisation. This programme will improve team dynamics through the enhancement of end to end deal management systems.

The structure of the programme and the business relationships that will arise will allow participants to learn from each other as well as the programme itself. All participants will become members of the Trinity Business School Alumni network.

- The programme provides a logical structure from start to finish for a deal-making journey
- A framework for culturally sensitive deal-closing
- The commercial aspects of a deal-closing process are aligned with the core of strategic decision making
- Provides a blueprint for efficient, ethical and enduring business results

**Faculty:**

The Mastering Deal Execution programme is led by Simon Haigh. Simon is an adjunct Professor of Accounting at Trinity Business School, an acknowledged expert in deal-closing and associated business strategies. He is a lawyer, professional coach and lecturer in deal making and execution.

Simon has 25 years of international C-Suite legal, strategic and commercial experience including with US technology and Australian resources and utilities multinationals, and leading global law firms in the US, Europe, Australia and Asia Pacific. He is also an author of a number of publications, including: Contract Law in an E-Commerce Age (Round-Hall Sweet & Maxwell 2001) and Deal-making for Corporate Growth- the 7PS of Successful Business Deal Execution.

**What participants say:**

- “I received a really good foundation in the key principles of deal-making. I would absolutely recommend the course if you are working with clients externally, or need to be able to help shape/influence deals you do internally in a win-win way.”
  
  **David Glennon, Vice President, Citi**

- “Your approach to deal-making was so relevant and interesting and feedback has been very complimentary.”
  
  **Aine Phelan - ISAX: Ireland Smart Ageing Exchange, www.isax.ie**

- “This deal-closing course provides an innovative and systematic 7-step approach to the deal-closing Process.”
  
  **David Doyle, Managing Director, B2B Sell**

> “This course provides a comprehensive and structured approach for ensuring the best outcome for all parties in a deal.”

**Alan O’Neill, Change Agent, Speaker and Business Columnist**

**Fees**

Course fees are €2,000

**Apply**

Applications are currently open for the 2019 course, which will run over 3 days on May 15, 16 and 17.

Email: trinity.exed@tcd.ie

www.tcd.ie/business/executive-education/