School of Banking and Finance at the University of New South Wales

Are pleased to present a Two-day Master Class in 'Mergers and Acquisitions Research' by:

**Jarrad Harford**  
Professor and Marion B. Ingersoll Chair in Finance  
University of Washington Business School

**Dates and Times**  
Monday 3 and Tuesday 4 November, 2008  
1:30-5:00pm  
Room_220

To register as a participant please send an email to:  s.osborne@unsw.edu.au

This short seminar on research in mergers and acquisitions will provide a broad perspective on the findings from several decades of study. At the end of the seminar, participants will have a solid understanding of what the big picture issues are in the literature and where it stands now. Furthermore, we will specifically discuss some current directions in the literature that might provide participants with some ideas for further research.

The first session will survey the theory and evidence on whether mergers create wealth and for whom. We will also explore the motivations for mergers and the evidence supporting various motives. We will further examine the evidence on merger clustering in time and industries, along with the different explanations for this clustering.

During the second session, we will look at two growing strands of the broad merger literature. The first is sometimes called the “microstructure” of mergers and acquisitions because of its focus on the details of how mergers are actually negotiated and executed. Specifically, we will review papers on collars, termination fees, earnouts, the sale process, markup pricing and toeholds. The second strand of literature is the use of mergers as a convenient experimental setting to shed light on broader questions in finance.

Professor Harford received his PhD from the University of Rochester and is author of numerous articles in the *Journal of Financial Economics* and the *Journal of Finance*, among others. His work on the value of corporate cash holdings was pathbreaking and has received wide attention in the literature. He is also one of the authors of the new textbook, *Fundamentals of Corporate Finance*. 
Reading List

The following reading list provides an abridged version of the relevant papers. Interested participants should, at a minimum, familiarize themselves with the papers marked with an asterisk. The rest should be read or skimmed depending on one’s overall interest in the topic and time constraints.

Day 1

Theory and Evidence on Wealth Creation and Motives


Merger Activity: Clustering and Waves


Day 2
M&A “Microstructure”


Using M&A as an Experimental Setting for Other Questions


