

SMART MOVES

**A Crash Course
on
Merger Integration Management**

Price Pritchett & Ron Pound

Smart Moves Workshop: Management Tools for Merger Integration

When it comes to post-merger integration, Pritchett wrote the books.

- **After the Merger:** *The Authoritative Guide to Integration Success*
- **Making Mergers Work:** *A Guide to Managing Mergers and Acquisitions*
- **Smart Moves:** *A Crash Course on Merger Integration Management*
- **Mergers:** *Growth in the Fast Lane*
- **The Employee Guide to Mergers and Acquisitions**
- **Shaping Corporate Culture:** *The Mission Critical Approach to Culture Integration and Culture Change*
- **Team ReConstruction:** *Building a High Performance Work Group During Change*

Take advantage of Pritchett's quarter century of integration consulting experience in this six-hour workshop designed to prepare managers for the unique merger challenges around leadership, communication, productivity, and retention of talent.

This program gives participants a critically important understanding of what's coming, then lays out the ground rules for good integration management. Smart Moves provides time-proven tools and advice that can immediately improve leader effectiveness throughout the management ranks and dramatically increase the odds for merger success.

Agenda

Module 1: The Opportunities and Challenges of Merging Organizations

Module 2: Predictable Merger Dynamics

Module 3: Communicating Change

Module 4: Protecting Productivity

Module 5: Retaining Key Talent

Module 6: Smart Moves for Making the Merger Work

Key Objectives

- Anticipate and understand the predictable problems that occur during a merger
- Develop counter-intuitive moves to capitalize on merger opportunities
- Speed up the integration process to achieve desired results
- Focus managers on the critical pressure points to increase the odds of success
- Learn the most effective communication style to keep people aligned and engaged
- Protect productivity and business results
- Retain the talent that will contribute to the organization's future success

Topics Addressed

- Why mergers are difficult (from financial, operational, and human perspectives)
- Keys to maintaining productivity during the transition period
- Tips for reducing stress and managing resistance
- CPR Techniques: Communication, Productivity, and Retention of Talent

Primary Result

Participants leave the workshop understanding the opportunities and challenges of integration. Armed with Pritchett's expert advice and practical tools, they are prepared to demonstrate the leadership fundamentals required for managing successfully in the demanding merger environment.