

Mergers and Acquisitions



What is Mergers and Acquisitions Law?

Mergers and Acquisitions is a branch of corporate law that handles deals between two companies in which one purchases the other or two merge to form a single entity. Mergers and acquisitions deals can occur between two public companies or two private companies. Mergers and acquisitions lawyers are responsible for the financing, negotiating, and contract drafting of these business deals. Business mergers or acquisitions often have important financial implications for the companies' industry and for the broader economy. Additionally, these deals are often some of the largest at the firm, in terms of revenue, so mergers and acquisitions lawyers are very important to the success of a firm. Mergers and acquisitions attorneys manage all aspects of the merger or acquisition deal and thus are required to work with many other lawyers and professionals involved in the deal. They work with investigators and lawyers from the merging business to conduct due diligence; they work with tax attorneys to determine any necessary tax restructuring; they work with antitrust attorneys to manage regulatory obstacles; and they work with local attorneys to negotiate jurisdictional issues ([Georgetown](#)). Mergers and acquisitions attorneys may also be involved in selecting targets for a merger or acquisition before a deal and be involved in the integration process after the deal. These two aspects are especially important to the long term success of a merger or acquisition ([Venzin](#)).

While many merger and acquisition deals are considered "friendly" and both companies consent to the deal, occasionally, mergers and acquisitions attorneys will assist a company in a "hostile takeover" of another company. In these cases, mergers and acquisitions attorneys work closely with corporate leaders and economists to advise about the viability and legality of such an act. Thus, it is helpful for mergers and acquisitions attorneys to have a broad understanding of economics and corporate structures. Consolidation is a recent trend in the technology, banking, and energy industries which has led to an increase in activity for mergers and acquisitions attorneys ([Nan et al](#)).

Where Do Mergers and Acquisitions Lawyers Work?

Government

Federal Communications Commission—[Jobs and Internships](#)

Federal Trade Commission—[Careers](#), ranked one of the best places to work in the federal government

Securities and Exchange Commission—[Opportunities for Students](#) and [Careers](#)

Private Sector

Medium or large firms mergers and acquisitions departments

What Classes Should I Take?

- Administrative Law
- Antitrust Law
- Business Organizations
- Contracts I, II
- Corporate Finance
- Corporate Governance and Compliance
- Corporate Law Seminar
- Economic Analysis of the Law
- International Business Transactions
- International Economic Law
- Mergers & Acquisitions
- Negotiation and Mediation
- Secured Transactions
- Securities Regulation
- Tax Lawyering

Mergers and Acquisitions Resources



Resume Boosters for Mergers and Acquisitions

Mergers and acquisitions lawyers should have advanced knowledge of corporate structures and business practices, so consider pursuing a Master of Business Administration (MBA) or a Master of Laws (LLM) degree. Many law schools offer Master of Laws degrees with a focus on corporate or business law.

Check out the [webinars](#) from the Business Law section of the American Bar Association

Join the Business and Tax Law Society

Intern or extern with a corporate law firm, or a corporation under the supervision of their in-house counsel

Professional Associations

American Bar Association

All University of Memphis law students have free membership to the [American Bar Association](#). Their website provides routinely updated information and interest-specific career advice. Join different sections to find out what they offer. [Check out the Business Law Section](#) and the [Mergers & Acquisitions Committee of the Section of Public Contract Law](#) and the [Mergers & Acquisitions Committee of the Section of Antitrust Law](#).

Alliance of Merger & Acquisition Advisors

The [Alliance of Merger & Acquisition Advisors](#) provides networking opportunities and support for mergers and acquisitions attorneys involved in domestic and international business deals.

Association of Corporate Counsel

The [Association of Corporate Counsel](#) is an organization of lawyers who work as in-house counsellors to corporations and offers special continuing education, mentorship, and networking opportunities to its members.

Mergers and Acquisitions Law Links

[“An Introduction to Private Equity Mergers and Acquisitions”](#)

This presentation transcript provides an overview of corporate mergers and acquisitions. American Bar Association, February 22, 2018.

[“What Is It Like To Be an M&A Attorney”](#)

This article profiles four mergers and acquisitions attorneys and their daily job duties. Vault Law Editors, February 15, 2019.