

ABC x XYZ Acquisition — Teacher Overview

Both sides' full positions and hidden priorities. Do not distribute to students.

COMPANY PROFILES

<p>ABC CORP — BUYER Budget: up to \$14M Needs staged payment — genuine cash-flow constraint Has backup acquisition target; June deadline is real Does not care about brand name long-term</p>	<p>XYZ LTD — SELLER Will accept \$11M if staff + brand conditions are met Secretly needs deal closed within 3 months Other buyer is unconfirmed — ABC is strongest lead Inventory issues may surface in due diligence</p>
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POSITIONS AT A GLANCE

ABC (buyer)	Issue	XYZ (seller)
\$10.5M opening, max \$14M	Purchase price	Wants \$12M+, accepts \$11M
3 stages / 18 months Cash-flow constraint — hard need	Payment structure	Full payment at closing Will accept stages if interest paid
Prefers 1–2 years Wants post-period flexibility	Staff retention	Insists on 3 years Dealbreaker — written agreement required
Keep name up to 5 yrs Doesn't care long-term	Brand / naming rights	Wants name preserved Will trade price discount for this
End of June deadline Has backup target — deadline is real	Decision deadline	No rush (publicly) Secretly needs close in 3 months

WHERE DEALS CAN BE MADE

<p>✓ Brand + price trade-off: ABC keeps 'XYZ' for 5 years in exchange for XYZ accepting a lower price. Both sides win.</p>
<p>✓ Payment stages + interest: XYZ accepts staged payments if ABC compensates with interest. Bridges gap without changing headline price.</p>
<p>✓ Shared deadline pressure: Both sides secretly have a time constraint. Skilled students may discover and exploit this.</p>
<p>! Staff retention gap (1–2 vs. 3 years): Most likely sticking point. Watch for students who think to link this to another concession.</p>

Teacher copy — distribute the ABC and XYZ role cards separately to students.