Doing the MA Deal: A Quick Access Field Manual Guide (Paperback)



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Reviews

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DOING THE MA DEAL: A QUICK ACCESS FIELD MANUAL GUIDE (PAPERBACK)



Company Cues, United States, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. This guide is written primarily for the first time business buyer, but can also be used as a checklist for the experienced MA professional. This field manual and guide will take the business leader and his team of experts through the Mergers Acquisitions operations process from Due Diligence to completed integration or transition. Many books describe how to value acquisitions, and how to negotiate a fair price. This book describes the entire systematic process to fully execute the transaction - from Due Diligence review through completed integration. Throughout the text, action steps are highlighted using underlined italic text to simplify the guide s use. The numbering convention used throughout the guide - for example 2.3.2 - Executive Advocates - could be used as a basis for work paper or filing purposes. This manual outlines the timing, a description of the personnel requirements, and actual activities necessary to complete a successful merger. Example analyses and forms will serve as a guideline to the MA teams. Every MA transaction is different. The templates included are thought provoking guides to consider rather than forms that must be 100 completed. While a \$100 million acquisition may be more complex, the checklist of major review issues will be the same. This Field Manual will discuss the experience side of doing the MA deal, and will not describe business strategy, target company selection or valuation techniques. Steps required to successfully complete any merger acquisition (MA) transaction are listed chronologically. The guide will define practical, proven methods: oTo thoroughly examine the acquisition candidates during Due Diligence review, oTo provide the basis for financial experts to value a target, and oTo identify the critical steps necessary to realize the value...

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