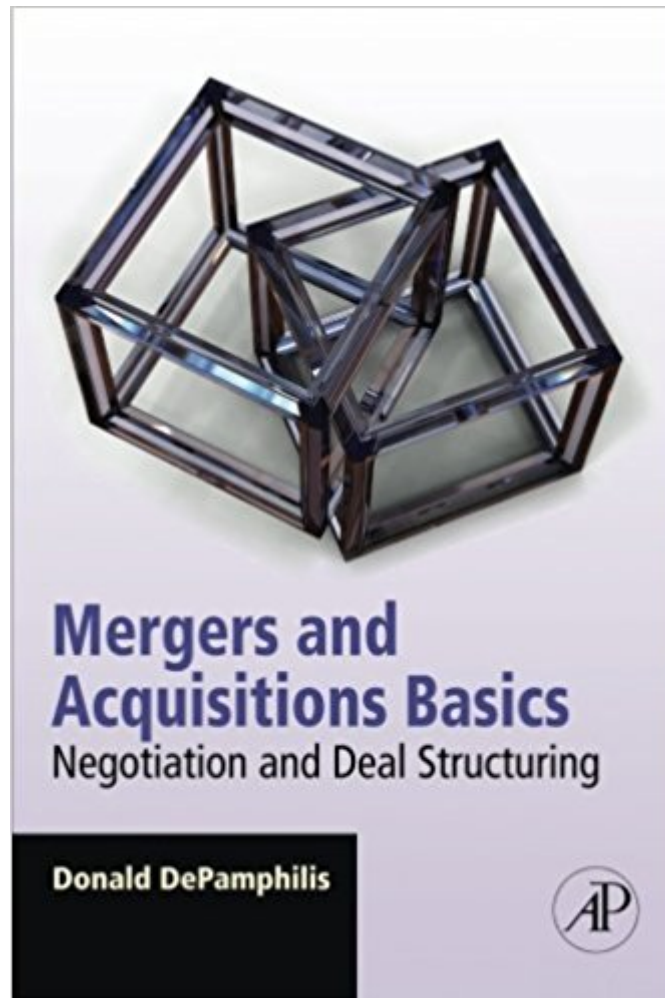




Ebook Directory
the best source of ebook

The book was found

Mergers And Acquisitions Basics: Negotiation And Deal Structuring



Synopsis

Negotiations form the heart of mergers and acquisitions efforts, for their conclusions contain both anticipated and unforeseen implications. Don DePamphilis presents a summary of negotiating and deal structuring that captures its dynamic process, showing readers how brokers, bankers, accountants, attorneys, tax experts, managers, investors, and others must work together and what happens when they don't. Written for those who seek a broadly-based view of M&A and understand their own roles in the process, this book treads a middle ground between highly technical and dumbed-down descriptions of complex events. It mixes theory with case studies so the text is current and useful. Unique and practical, this book can add hard-won insights to anybody's list of M&A titles. Presents negotiation as a team effort Includes all participants, from investment bankers to accountants and business managers Emphasizes the interactive nature of decisions about assets, payments, and appropriate legal structures Written for those who seek summarizing, non-technical information

Book Information

Paperback: 240 pages

Publisher: Academic Press; 1 edition (October 7, 2010)

Language: English

ISBN-10: 0123749492

ISBN-13: 978-0123749499

Product Dimensions: 6 x 0.6 x 9 inches

Shipping Weight: 15 ounces (View shipping rates and policies)

Average Customer Review: 4.0 out of 5 stars 1 customer review

Best Sellers Rank: #515,113 in Books (See Top 100 in Books) #122 in Books > Business & Money > Management & Leadership > Consolidation & Merger #869 in Books > Business & Money > Finance > Corporate Finance #1791 in Books > Medical Books > Psychology > Clinical Psychology

Customer Reviews

"The author provides clear and thorough explanations of the relevant steps in negotiating and structuring M&A transactions. This text does a marvelous job of incorporating current events and recent deals to illustrate the key aspects of the deal process." --Matthew Cain, University of Notre Dame

Negotiating is a dynamic process, evolving as new information becomes available. This book provides a "macro" overview of M & A negotiations and deal structuring, depicting it as a team-oriented process of highly interactive steps. That process typically includes a variety of actors--investment bankers, business brokers, accountants, attorneys, tax experts, managers, investors, and others--and a dynamic series of actions with often-unforeseen implications. Written for those who seek a broadly-based view of M & A, this heavily illustrated mix of theoretical and empirical work steers a middle course between encyclopedic accounts of negotiating and deal structuring and thin summaries of the principal players' roles.

Solid book for learning the basics of M&A.

[Download to continue reading...](#)

Mergers and Acquisitions Basics: Negotiation and Deal Structuring Mergers and Acquisitions Basics: The Key Steps of Acquisitions, Divestitures, and Investments (Wiley Finance) Mergers & Acquisitions Integration Handbook, + Website: Helping Companies Realize The Full Value of Acquisitions Make the Deal: Negotiating Mergers and Acquisitions (Bloomberg Financial) Mergers and Acquisitions Basics: All You Need To Know The Business of Venture Capital: Insights from Leading Practitioners on the Art of Raising a Fund, Deal Structuring, Value Creation, and Exit Strategies (Wiley Finance) Venture Capital Deal Terms: A guide to negotiating and structuring venture capital transactions Negotiation: Negotiation (Irwin Management) Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions, 2nd Edition Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions + Valuation Models Mergers and Acquisitions Handbook for Small and Midsize Companies Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions (Wiley Finance) Mergers and Acquisitions: A Step-by-Step Legal and Practical Guide (Wiley Finance) Mergers and Acquisitions, + Website: A Step-by-Step Legal and Practical Guide (Wiley Finance) Mergers, Acquisitions, and Other Restructuring Activities, Sixth Edition: An Integrated Approach to Process, Tools, Cases, and Solutions Mergers and Acquisitions: Law, Theory, and Practice (American Casebook Series) Mergers and Acquisitions: Law and Finance (Aspen Casebook) Mergers and Acquisitions, Cases and Materials (University Casebook Series) Mergers and Acquisitions

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)