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Nota di contenuto	Practitioner's Complete Guide to M&As : An All-Inclusive Reference; Contents; Preface; Acknowledgments; TOPIC 1 Strategy Development, Then M&A; TOPIC 2 M&A Process: Front to Back; TOPIC 3 Why M&A?; TOPIC 4 Deal Criteria; TOPIC 5 Deal Sourcing; TOPIC 6 Fees for Services; TOPIC 7 Financial and Strategic Buyers; TOPIC 8 How Long Will It Take to Complete the Deal?; TOPIC 9 Confidentiality Agreements; TOPIC 10 "Concern Capture" Due Diligence; TOPIC 11 Keep Deal Conversations Quiet; TOPIC 12 Auctions; TOPIC 13 Seller's Prospectus; TOPIC 14 Pay for Inherent Capabilities Only; TOPIC 15 Platform Value TOPIC 16 Buyer and Seller Value Perspectives TOPIC 17 Integration Initiatives Will Determine Deal Value; TOPIC 18 Unlock Hidden Value: The Lean Enterprise; TOPIC 19 The Real Deal: Lean; TOPIC 20 Valuation: An Introduction; TOPIC 21 Discounted Cash Flow: An Introduction; TOPIC 22 Free Cash Flow; TOPIC 23 Fair Return on a Deal; TOPIC 24 Risk-Free Rates; TOPIC 25 Equity Risk Premiums; TOPIC 26 What Is

Business Risk?; TOPIC 27 Entropy: Tendency toward Negative Variation; TOPIC 28 Equity Investor Risk; TOPIC 29 Beta; TOPIC 30 Systematic Risk; TOPIC 31 Unsystematic Risk

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TOPIC 45 Real Option Valuation: An Introduction TOPIC 46 Real Option Valuation: Application and Illustration; TOPIC 47 M&A Values Are Not All the Same; TOPIC 48 Discounts and Premiums; TOPIC 49 Discounted Cash Flow Valuations: Minority or Control; TOPIC 50 Inflation in DCF Valuations; TOPIC 51 Integration, Alignment, and Synergy Benefits: Plan It Out; TOPIC 52 Integration, Alignment, and Valuing Synergy Benefits; TOPIC 53 Venture Capital Valuation; TOPIC 54 Discount Rates and Valuing Free Cash Flow; TOPIC 55 Growth, C^* , and Return: The Engine to Increased Valuations and Deferred Tax Advantage

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TOPIC 66 Negotiation: Introduction and Overview

Sommario/riassunto

The ultimate guide to the ins and out of mergers and acquisitions Practitioner's Complete Guide to M&As provides the practical tricks of the trade on M&As: what they need to know, what they have to know, and what they need to do. Numerous examples and forms are included illustrating concepts in discussion. Written in a straight-talking style A highly, practical application-oriented guide to mergers and acquisitions Covers strategy development; deal flow and target identification; due diligence; valuation and offers; tax structuring; negotiation; and integration and
