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Collana	Wiley finance
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Soggetti	Consolidation and merger of corporations
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Nota di contenuto	Mergers & Acquisitions Integration Handbook: Helping Companies Realize the Full Value of Acquisitions; Contents; Acknowledgments; CHAPTER 1 Introduction; WHO SHOULD USE THIS BOOK?; HOW THIS BOOK IS SET UP; CHAPTER SUMMARIES; A WORD TO THE WISE; CHAPTER 2 Mergers and Acquisitions 101 and Assessing Integration Complexity and Risk; MERGERS AND ACQUISITIONS 101; DETERMINING POST-ACQUISITION INTEGRATION SCOPE; Subsidiary Bolt-on Acquisition; Functional Integration; Functional, Operational, and Full Integrations; ASSESSING INTEGRATION COMPLEXITY AND RISK; Due Diligence Stakeholder Interviews and ComplexityStakeholder Interviews and Risk; Operating-Style Risk; The Evaluation and Measurement of Performance; SUMMARY; CHAPTER 3 Making the Business Case for Integration; HOW TO IMPROVE PERFORMANCE; Synergy; Economy of Scale; Cross-Selling; Economy of Scope; Taxation; Vertical Integration; Product and Service Diversification; Measurement of Merger or Acquisition Success; THE MOST COMPLEX AREAS; MAKING THE BUSINESS CASE FOR INTEGRATION SUPPORT; THE CHALLENGES OF INTEGRATION; INTEGRATION SUCCESS

FACTORS; SUMMARY; CHAPTER 4 An Introduction to Integration Planning
 INTEGRATION ACTIVITIESINTEGRATION TIMING; Operations Consolidations; Pending Acquisitions; Information Systems; INTEGRATION AND BUSINESS PLANNING; Vision and Strategy; Delivering Value (and Not Losing Any); Managing the Change, People, and Potential Business Disruption; INTEGRATION SUPPORT; Transaction Advisors; Specialty Firms; SUMMARY; CHAPTER 5 The Pre-Planning Phase; KEY ACTIVITIES; Determining Integration Type; Stress Testing and Synergy Assumptions; REVIEWING THE PLANNING DOCUMENTS; Labor; Employee Data; Store and Plant Data; Stakeholder Communities or Audiences
 ASSESSING POTENTIAL CHALLENGE AREAEffective Plan Management and Governance; Delivering Value; Establishing the Right Level of Integration; Culture in a Business Environment; SUMMARY; CHAPTER 6 The Importance of Due Diligence; DUE DILIGENCE DOCUMENTS LISTS; Corporate Books and Records; Financial Information; Employee Materials; Contingent Liabilities; Contracts, Agreements, and Other Arrangements; Proprietary Rights; Plant, Property, and Equipment; Insurance; Sales and Marketing; Miscellaneous/General Business; A FEW WORDS ABOUT IT DUE DILIGENCE; SUMMARY
 CHAPTER 7 Establishing an Integration Management OfficeSETTING UP AN IMO; Verifying Integration Type and the Level of Support Required; Adapting the Structure to Fit Your Integration Type; DETERMINING FUNCTIONAL RESOURCE COMMITMENTS; DEDICATED VERSUS MATRIXED RESOURCES; SETTING UP AN INTEGRATION PROJECT CHARTER; SETTING UP AN INTEGRATION GOVERNANCE STRUCTURE; SUMMARY; CHAPTER 8 Executing Your Integration Plan; FUNCTIONAL WORK-PLAN ELEMENTS; INTEGRATION WORK STREAMS; FUNCTIONAL WORK-PLAN QUALITY; FUNCTIONS REQUIRING EXTRA ATTENTION; Human Resources; Information Technology; Finance; SUMMARY
 CHAPTER 9 Planning Your Integration's End State

Sommario/riassunto

Proven strategies and tactics to manage the integration of acquired and/or merged companies Mergers & Acquisitions Integration Handbook is a comprehensive resource to help companies create a scalable post merger or acquisition integration process and framework that accelerates operating and business benefit goal realization. Includes tools, templates, forms, examples and checklists to provide a no nonsense "handbook" style approach to managing an effective integration. Helps integration managers quickly get up to speed on various integration challenges, including guidance on developing detailed operational and functional integration plans to support flawless execution. Reveals how to avoid integration failure by establishing an in-house integration management office to handle integration projects. Includes a sample integration playbook that can be used to create a core competency within companies to support ongoing integration activity. Botched integration is the number one reason mergers fail. Mergers & Acquisitions Integration Handbook shows you how to develop, execute and implement merger integrations and business strategies to realize your organization's mergers and acquisitions goals.