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| 1. Record Nr. | UNINA9910417250303321 |
| Titolo | Biodiversity of the Mediterranean basin I : Tuscan archipelago (coleoptera, curculionoidea) / editor[s]: Cesare Bellò and Enrico Ruzzier |
| Pubbl/distr/stampa | Verona, : WBA Books, 2019 |
| ISBN | 9788890281631 |
| Descrizione fisica | 284 p. : ill. ; 30 cm |
| Collana | Memoirs on biodiversity ; 4 |
| Disciplina | 577.091638 |
| Locazione | FAGBC |
| Collocazione | 60 577.091 BIME-1 2019 |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| 2. Record Nr. | UNINA9910146087003321 |
| Autore | Roberts Dennis J |
| Titolo | Mergers & acquisitions [[electronic resource]] : an insider's guide to the purchase and sale of middle market business interests : the middle market is different/tales of a deal junkie and the business of middle market investment banking / / Dennis J. Roberts |
| Pubbl/distr/stampa | Hoboken, N.J., : John Wiley & Sons, c2009 |
| ISBN | 0-470-44275-1 1-119-19738-4 1-282-11339-9 9786612113390 0-470-44274-3 |
| Descrizione fisica | 1 online resource (450 p.) |
| Disciplina | 658.162 658.1620973 |
| Soggetti | Consolidation and merger of corporations - United States Electronic books. |
| Lingua di pubblicazione | Inglese |

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| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Includes index. |
| Nota di contenuto | <p>Mergers & Acquisitions: An Insider's Guide to the Purchase and Sale of Middle Market Business Interests; Contents; About the Author; Acknowledgments; Foreword; Preface: A Profession; Disclaimers, Apologies, and Modest Lies; Chapter 1: The Middle Market Is Different!; Chapter 2: Drivers of Middle Market Activity and the Sellers; Chapter 3: Finding-and Understanding-Buyers in the Middle Market; Chapter 4: Preparing a Middle Market Business for Sale and Running the Business while Selling It; Chapter 5: Rewarding and Retaining Key Staff in Connection with a Business Sale: Blackmail or Justice? Chapter 6: Crystal Balls and Timing the Sale of a Middle Market BusinessChapter 7: The Confidential Information Memorandum; Chapter 8: Confidentiality While Doing the Deal; Chapter 9: Middle Market Investment Bankers and Intermediaries; Chapter 10: The External M&A Team, and Using the Team Correctly; Chapter 11: Anyone Can Do M&A-Right?; Chapter 12: Two Types of Auctions: The Informal Auction and the Controlled Auction; Chapter 13: Financial Services Agreements, Estimating Professional Fees, and the Importance of Integrity around Large Sums of Money Chapter 14: Investment Banking Representation on the Buy SideChapter 15: The Letter of Intent: The Most Critical Document?; Chapter 16: Some Thoughts on the Psychology of M&A Negotiations; Chapter 17: Initial Meetings with Buyers, Pricing the Company, and Pacing the Negotiations; Chapter 18: Consideration and Deal Structure; Chapter 19: Earnouts; Chapter 20: The Proof Phase, or the Final Days; Chapter 21: After the Nuptials: Postmerger and Acquisition Failures; Chapter 22: Does a Sales-Side Client Need an Appraisal before Going to Market? Chapter 23: The Rules of Five and Ten and the Super Rule of Five in M&A ValuationChapter 24: An Introduction to the Basic Art and Science of Valuation (Sales-Side versus Buy-Side) as Applied to M&A Transactions, and Flavors of EBITDA Explained; Chapter 25: A Brief Discussion of Multiples and Multiple Realities; Chapter 26: Qualitative Values Inherent in the Target Company; Chapter 27: M&A Conventions and Establishing Balance Sheet Targets; Chapter 28: Special M&A and M&A Valuation Topics; Chapter 29: Common M&A Taxation Issues; Chapter 30: The Business of Middle Market Investment Banking Chapter 31: A Postscript: The Capital MarketsChapter 32: Another Postscript: The Unbundled Approach to Formal Valuation; Index</p> |
| Sommario/riassunto | <p>This book was designed not only for owners and managers of middle market businesses but as a training text for middle market M&A investment bankers and consultants. It discusses the art and science of middle market M&A as well the all-important psychology and behind-the-scenes negotiations pursued with a particular emphasis on obtaining the absolute highest value when selling a business. Subjects addressed include valuation, taxation, negotiations, M&A conventions, among many others from the buy-side and sell-side perspectives. Subtitled "Tales of A Deal Junkie," this serious but occasionall</p> |

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| 3. Record Nr. | UNINA9910822849103321 |
| Autore | Allen Gilbert |
| Titolo | The final Days of great American shopping : stories past, present, and future // Gilbert Allen |
| Pubbl/distr/stampa | Columbia, South Carolina : , : The University of South Carolina Press, , 2016 ©2016 |
| ISBN | 1-61117-639-5 |
| Descrizione fisica | 1 online resource (175 p.) |
| Disciplina | 813.0108 |
| Soggetti | Short stories, American United States Social life and customs Fiction |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Description based upon print version of record. |
| Nota di contenuto | Cover; THE FINAL DAYS OF GREAT AMERICAN SHOPPING; Title; Copyright; Dedication; Contents; Acknowledgments; The Skylights of Hell; Dream House; Gabriella's Shoes; Speed Dating; Friends with Porsches; Flaggots; Ecumenical Bedding; The Greetus; Test Drives; Pole 101; Runoff; Halfway There to a Sweet Ride; Peers; American Savior; Peregrine; The Final Days of Great American Shopping: 2084 |
| Sommario/riassunto | A quirky assortment of materialistic suburbanites trying to supersize and spend their way to happiness |