

1. Record Nr.	UNINA9910151790303321
Autore	Rankine Denzil
Titolo	Acquisition essentials : a step-by-step guide to smarter deals // Denzil Rankine, Peter Howson
Pubbl/distr/stampa	Harlow, England : , : Pearson, , [2013] ©2013
ISBN	1-292-00064-3
Edizione	[Second edition.]
Descrizione fisica	1 online resource (257 pages)
Collana	Financial Times series
Disciplina	658.162
Soggetti	Consolidation and merger of corporations
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	Cover -- Contents -- About the authors -- Foreword -- Publisher's acknowledgements -- Chapter 1: The foundations -- Introduction -- Bad news...most acquisitions fail -- Planning for success -- Strategic and acquisition planning -- Acquisition target evaluation -- Deal management -- Integration management -- Corporate development -- Getting it right -- Conclusion -- Chapter 2: Finding candidates -- Introduction -- Running an acquisition search -- Strategy -- Identify the universe of acquisition candidates -- Screen potential targets -- Draw up a short-list -- Make an approach -- Conclusion -- Chapter 3: Preliminary negotiations -- Introduction -- The confidentiality agreement -- The letter of intent -- Enforceability of the letter of intent -- Conclusion -- Chapter 4: Working with advisers -- Introduction -- Who does what? -- Before involving advisers -- When to involve advisers -- Selecting advisers -- The advisory team -- Briefing advisers -- Terms of reference -- Fees -- Liability caps -- On appointment -- Day-to-day management of advisers -- The final report -- Conclusion -- Chapter 5: The integration plan -- Introduction -- The golden rules of acquisition integration -- The integration plan -- Post-acquisition review -- Conclusion -- Chapter 6: Investigating the target -- Introduction -- What is due diligence about? -- When should you do it? -- Be prepared for obstacles -- Remember: the target will have prepared -- How do I know what due diligence to do? -- Who does due diligence? -- What do I do? -- Get the right team -- Other points to

watch -- Commercial due diligence -- Why carry out both CDD and FDD? -- Financial investigations -- Legal investigations -- Conclusion -- Chapter 7: Valuation -- Introduction -- Valuation is not best left to the experts -- There is no single number -- The valuation process - a summary.

Valuation is not just about modelling -- Calculating synergies -- Valuation techniques -- Conclusion -- Chapter 8: Negotiation -- Introduction -- The basics -- Preparation -- Starting discussions -- Keeping control -- Dealing with tactical ploys -- Trading concessions -- Splitting the difference -- Dealing with pressure devices -- Unblocking bottlenecks -- Body language -- The green light -- Learn to recognise and return signals -- What to do when 'win-win' will not work -- Conclusion -- Chapter 9: The sales and purchase agreement -- Introduction -- Why is a contract necessary? -- The agreement -- Warranties and indemnities -- Post-deal -- Alternatives to contractual warranties and indemnities -- Cross-border issues -- Conclusion -- Appendix A: Checklist for a financial due diligence investigation -- Appendix B: Checklist for legal due diligence -- Index.

---

## Sommario/riassunto

The comprehensive and crystal-clear companion to making the right acquisition decisions and executing them well: Acquisition is the most powerful corporate development tool available to companies and will therefore always be on the business agenda. Very practical and easy to follow: diagrams, checklists and case studies throughout. The authors have an accessible style and approach The Audience: High level entrepreneurs, senior executives, directors, and business strategists. Updates include: new and updated case studies, analysis of different types of company and how this could affect the transaction, a guide to working with external advisors. &nbsp;bsp.

---