

1. Record Nr.	UNINA9910463986303321
Titolo	Lust, commerce, and corruption : an account of what I have seen and heard, by an Edo Samurai / / translated by Mark Teeuwen [and four others] ; edited and with an introduction by Mark Teeuwen and Kate Wildman Nakai ; Noah Arlow, jacket design ; contributors John Breen [and four others]
Pubbl/distr/stampa	New York : , : Columbia University Press, , 2014 ©2014
ISBN	0-231-53597-X
Descrizione fisica	1 online resource (497 p.)
Collana	Translations from the Asian classics
Disciplina	952/.025
Soggetti	Social classes - Japan - History - 19th century Electronic books. Japan Social life and customs 1600-1868 Japan Social conditions 1600-1868 Japan Economic conditions 1600-1868 Japan Moral conditions History 19th century
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Front matter -- Contents -- Preface -- Era Names, Measures, Currencies -- Maps -- Part 1. Buy Inshi and His Times -- Part 2. Matters of the World: An Account of What I Have Seen and Heard -- Prologue / Inshi, Buy -- Chapter 1 / Inshi, Buy -- Chapter 2 / Inshi, Buy -- Chapter 3 / Inshi, Buy -- Chapter 4 / Inshi, Buy -- Chapter 5 / Inshi, Buy -- Chapter 6 / Inshi, Buy -- Chapter 7 / Inshi, Buy -- Glossary -- Editions and References -- Contributors -- Index
Sommario/riassunto	By 1816, Japan had recovered from the famines of the 1780's and moved beyond the political reforms of the 1790's. Despite persistent economic and social stresses, the country seemed to be approaching a new period of growth. The idea that the shogunate would not last forever was far from anyone's mind. Yet, in that year, an anonymous samurai author completed one of the most detailed critiques of Edo society known today. Writing as Buyo Inshi, "a retired gentleman of

Edo," he expresses a profound despair with the state of the realm and with people's behavior and attitudes. He sees decay wherever he turns and believes the world will soon descend into war. Buyo shows a familiarity with many corners of Edo life that one might not expect in a samurai. He describes the corruption of samurai officials; the suffering of the poor in villages and cities; the operation of brothels; the dealings of blind moneylenders; the selling and buying of temple abbotships; and the dubious strategies townspeople use in the law courts. Perhaps the frankness of his account, which contains a wealth of concrete information about Edo society, made him prefer to remain anonymous. This volume contains a full translation of Buyo's often-"ed but rarely studied work by a team of specialists on Edo society. Together with extensive annotation of the translation, the volume includes an introduction that situates the text culturally and historically.

2. 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;