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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Introduction to mergers and acquisitions -- Merger strategy : why do firms merge? -- Merger success research -- Valuation and overpaying -- Corporate governance : part of the solution -- Reversing the error : sell-offs and other restructurings -- Joint ventures and strategic alliances : alternatives to mergers and acquisitions.
Sommario/riassunto	A powerful guide for seeking out the best acquisition and merger targetsAs increasingly more companies look to mergers and acquisitions (M&As) as a source of new growth and revenue, there is an even greater chance that these M&As will go bad. This insightful guide focuses on one of the most often debated and key issues in mergers and acquisitions-why some deals fail miserably and why others prosper. It provides a complete road map for what potential buyers should look for when picking a target and what characteristics of sellers they should steer clear of, as well as pitfalls to avoid duri