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Titolo	Techniques for Successful Management Buy-outs [[electronic resource]]
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Nota di contenuto	Acknowledgements; The Author; Contents; An Introduction to Management Buy-outs; Chapter 1.1 Concepts; Chapter 1.2 A Worked Example of a £25m Deal; The Main Stages of Management Buy-outs; Chapter 2.1 MBO Model - Overview of the Process; Chapter 3.1 Appointing Advisers; Chapter 3.2 Composition of the Management Team; Chapter 3.3 Level of Staff Involvement; Chapter 3.4 Vendor Contact; Chapter 3.5 The Business Plan; Chapter 4.1 Debt, Equity and Mezzanine Funders; Chapter 4.2 Understanding the Type of Finance Required; Chapter 4.3 How to Choose the Most Appropriate Funder Chapter 5.1 Tactics with the VendorChapter 5.2 Detailed Negotiation Meeting with the Vendor; Chapter 5.3 Tactics with the Funders; Chapter 5.4 Detailed Negotiation with Funders; Chapter 5.5 Negotiating Legal Agreements; Chapter 6.1 Public Sector Buy-outs - Additional Considerations; Appendix Valuation Models for Pricing Companies
Sommario/riassunto	Ian Smith's Techniques for successful management buy-outs identifies the various stages of management buy-outs, highlighting commercial calls to be made, stating benchmarks where appropriate and offering practical guidance on preparing for a management buy-out, sourcing funders and pricing MBOs, negotiating legal agreements and additional considerations for public sector deals.