

1. Record Nr.	UNINA9910816636103321
Autore	Gole William J
Titolo	Corporate divestitures [[electronic resource] ] : a mergers and acquisitions best practices guide // William J. Gole, Paul J. Hilger
Pubbl/distr/stampa	Hoboken, N.J., : Wiley, c2008
ISBN	1-119-20044-X 1-281-38165-9 9786611381653 0-470-29348-9
Edizione	[1st ed.]
Descrizione fisica	1 online resource (316 p.)
Altri autori (Persone)	HilgerPaul J. <1959->
Disciplina	658.1/64
Soggetti	Corporate divestiture Consolidation and merger of corporations
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	CORPORATE DIVESTITURES: A MERGER AND ACQUISITIONS BEST PRACTICES GUIDE; CONTENTS; PREFACE; WHY THE BOOK WAS WRITTEN; HOW THE GUIDE IS ORGANIZED; ACKNOWLEDGMENTS; Chapter 1: INTRODUCTION; 1.1 OVERVIEW; 1.2 CHARACTERISTICS OF CORPORATE DIVESTITURES; 1.3 TRANSACTION MODEL; 1.4 STAFFING MODEL; 1.5 ENABLING PRINCIPLES; 1.6 HOW THIS GUIDE CAN HELP; KEY POINTS; Appendix 1A: DIVESTITURE ACTIVITY BY STANDARD INDUSTRIAL CLASSIFICIATION: 2002 TO 2006; Appendix 1B: AGGRESSIVE DIVESTERS: 2005 AND 2006; Chapter 2: STRATEGIC ASSESSMENT; 2.1 OVERVIEW; 2.2 STRATEGIC ASSESSMENT PROCESS STEPS 2.3 ANALYZE PORTFOLIO AND CONSIDER ALTERNATIVES2.4 OPT FOR DIVESTITURE; 2.5 POSITION THE ORGANIZATION FOR THE DIVESTITURE; 2.6 NEXT STEPS; KEY POINTS; Chapter 3: DIVESTITURE PLANNING; 3.1 OVERVIEW; 3.2 PLANNING PHASE PROCESS STEPS; 3.3 APPROVAL; 3.4 ORGANIZATION PLAN; 3.5 RETENTION PLAN; 3.6 ASSEMBLING THE DIVESTITURE TEAM; 3.7 DEVELOPMENT OF THE DIVESTITURE PLAN; 3.8 DEVELOPMENT OF A COMMUNICATION PLAN; KEY POINTS; Appendix 3A: ILLUSTRATIVE DIVESTITURE TIMELINE; Appendix 3B: RETENTION PLANNING DOCUMENT; Appendix 3C: WEEKLY ACTION ITEM CONTROL;

Appendix 3D: COMMUNICATION PLAN OUTLINE

Appendix 3E: ISSUES AND RESOLUTION CONTROL  
Chapter 4: PREPARING FOR THE TRANSACTION; 4.1 INTRODUCTION; 4.2 PREPARATION PHASE PROCESS STEPS; 4.3 ENGAGEMENT OF EXTERNAL RESOURCES; 4.4 VALIDATION OF THE TRANSACTION STRUCTURE; 4.5 DEVELOPMENT OF SELLING MATERIALS; 4.6 IDENTIFICATION OF POTENTIAL BUYERS; 4.7 PREPARATION OF A DATA ROOM; 4.8 OVERVIEW OF THE PHASED DISCLOSURE PROCESS; KEY POINTS; Appendix 4A: ILLUSTRATIVE DATA ROOM INFORMATION LISTING; Chapter 5: DISENTANGLEMENT; 5.1 DISENTANGLEMENT: PREPARING THE BUSINESS TO BE SEPARATED; 5.2 DISENTANGLEMENT PROCESS STEPS; 5.3 GATHERING INFORMATION 5.4 DETERMINING THE REQUIRED END STATE 5.5 DEVELOPING THE DISENTANGLEMENT PLAN; 5.6 QUANTIFYING THE DISENTANGLEMENT COSTS; 5.7 EXECUTING THE DISENTANGLEMENT PLAN; KEY POINTS; Chapter 6: MANAGING THE SELLING PROCESS; 6.1 SELLING PROCESS: SHOW TIME; 6.2 SELLING PROCESS STEPS; 6.3 ANNOUNCING THE INTENTION TO SELL; 6.4 MARKETING THE BUSINESS; 6.5 DUE DILIGENCE; 6.6 BIDDING AND NEGOTIATIONS; KEY POINTS; Chapter 7: STRUCTURING THE TRANSACTION; 7.1 STRUCTURING THE DIVESTITURE TRANSACTION; 7.2 STRUCTURING PROCESS STEPS; 7.3 BRINGING IN THE REQUIRED EXPERTISE 7.4 ANALYZING ALTERNATIVE TRANSACTION STRUCTURES 7.5 DRAFTING THE AGREEMENTS; 7.6 NEGOTIATING THE AGREEMENTS; 7.7 COMPLYING WITH REGULATIONS; KEY POINTS; Chapter 8: CLOSING; 8.1 CLOSING, TRANSITIONING, AND LEARNING; 8.2 CLOSING PROCESS STEPS; 8.3 CLOSING THE TRANSACTION; 8.4 MANAGING THE POSTCLOSING TRANSITION; 8.5 CONDUCTING A POSTDEAL PROCESS ASSESSMENT; 8.6 FINAL THOUGHTS; KEY POINTS; INDEX

---

Sommario/riassunto

Providing practical application of best practices employed in the divestiture process, Corporate Divestitures provides you with detailed guidance on how your corporation should handle a divestiture. It provides a structured approach that emphasizes disciplined execution and illustrative documents and application aids that can be adapted for use in real-world situations.

---