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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

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#### 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.

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