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| 1. Record Nr.           | UNINA990001012800403321   |
| Autore                  | Jahnke, Hans Niels  |
| Titolo                  | Epistemological and Social Problems of the Science in the Early Nineteenth Century / H.N. Jahnke, M. Otte |
| Pubbl/distr/stampa      | New York [etc.] : Reidel, 1981  |
| Disciplina              | 509   |
| Locazione               | FI1   |
| Collocazione            | 6-181   |
| Lingua di pubblicazione | Inglese   |
| Formato                 | Materiale a stampa  |
| Livello bibliografico   | Monografia  |
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| 2. Record Nr.           | UNISA996201853203316   |
| Autore                  | Pearson Barrie   |
| Titolo                  | Exit Right: Achieving a Golden Goodbye by Realising the Maximum Value for Your Business  |
| Pubbl/distr/stampa      | [Place of publication not identified], : Thorogood, 2004   |
| ISBN                    | 1-280-23324-9<br>9786610233243<br>1-4175-9605-8  |
| Edizione                | [1st ed.]  |
| Descrizione fisica      | 1 online resource (162 pages)  |
| Disciplina              | 658.1  |
| Soggetti                | Business & Economics<br>Real Estate, Housing & Land Use  |
| Lingua di pubblicazione | Inglese  |
| Formato                 | Materiale a stampa   |
| Livello bibliografico   | Monografia   |
| Note generali           | Bibliographic Level Mode of Issuance: Monograph  |
| Sommario/riassunto      | Achieving a golden goodbye by realising the maximum value for your business A clear and canny explanation of all the steps required to maximise your profit on selling all or part of your business: deciding on |

the route and timing, how to choose advisers, grooming your business for sale, valuing the business, finding prospective purchasers, negotiating the sale, steering safely to completion and how to eliminate losses before selling. About the author Barrie Pearson founded one of the very first venture capital firms, Livingstone Guarantee plc, which he subsequently sold [exiting very right] a few years ago. He is the author of several best-selling business books. Who will benefit from reading this book? This book will benefit business owners, executives, accountants and lawyers likely to find themselves involved in selling a company. Equally, anyone involved in buying a private company will obtain a valuable insight into the way vendors and their advisers approach a sale.

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