1. Record Nr. UNISA996217123203316 Autore Smith Ian Titolo Financial Techniques for Business Acquisitions and Disposals - 1998 Update [[electronic resource]] London,: Thorogood Publishing, 1998 Pubbl/distr/stampa **ISBN** 1-280-23302-8 9786610233021 1-85418-525-X Descrizione fisica 1 online resource (90 p.) Disciplina 332.63221 Soggetti Corporations -- Valuation Intellectual capital -- Valuation Portfolio management Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di contenuto Contents; Introduction; 1 The Acquisition Process; 2 The Disposal Process; 3 Site Visits and Information to be Gathered; 4 Commercial Rationale (the Basis of Value) and Sustainable Profits; 5 Valuation Techniques: Tools of the Trade; 6 General Guidance; 7 Earn-out Deals; 8 Negotiation Key Features; 9 Heads of Agreement; 10 Guidance on Each Stage of the Process: 11 The Structure of a Management Buy-out Sommario/riassunto Closing a deal, whether buying or selling, is a difficult and demanding goal to achieve in any economic environment. You should be aware that the odds are stacked against you. But with the right advice you can turn them in your favour. This Report gives you expert advice that you can

apply to your deals.