

1. Record Nr.	UNISA996217125703316
Autore	Gray Peter
Titolo	Maximising Value on the Sale of a Business [[electronic resource] ] : Strategic and Financial Techniques
Pubbl/distr/stampa	London, : Thorogood Publishing, 1999
ISBN	1-85418-560-8
Descrizione fisica	1 online resource (88 p.)
Disciplina	658.16
Soggetti	Consolidation and merger of corporations Quality of products Returning goods
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	The author; Contents; Introduction; Chapter 1: Market overview; Chapter 2: Making the decision to sell; Chapter 3: Overview of the sale process; Chapter 4: Grooming a business for sale; Chapter 5: Tax planning; Chapter 6: Valuation techniques; Chapter 7: Appointing advisors; Chapter 8: Preparing an information memorandum; Chapter 9: Identifying potential purchases; Chapter 10: Approaching potential purchasers; Chapter 11: The negotiation process; Chapter 12: The due diligence process and warranties; Chapter 13: Conclusion
Sommario/riassunto	After getting married, moving house and starting a new job, selling a business is high up there with the most stressful things you can undertake. As a proprietor of a privately owned company every effort needs to be made to minimise the risks and maximise the buyer's offer. This is THE definitive A-Z guide on selling a business which splits the process down into two key stages. The 'pre-sale period' section of the Report examines what you hope to achieve when selling, looks at the most appropriate exit route to take and provides advice on appointing the best financial, legal and tax advisors.

2. Record Nr.	UNINA9910155027803321
Titolo	Landscapes, identities and development // edited by Zoran Roca, Paul Claval, John Agnew
Pubbl/distr/stampa	London : , : Routledge, , 2016
ISBN	9781351923446 1351923447 9781138269958 1138269956 9781315250908 131525090X
Edizione	[1st ed.]
Descrizione fisica	1 online resource (508 pages) : illustrations, maps
Altri autori (Persone)	AgnewJohn A ClavalPaul RocaZoran
Disciplina	304.2/3
Soggetti	Landscapes - Social aspects Landscape assessment Land use  x Social aspects Group identity Cultural landscapes
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	First published 2011 by Ashgate Publishing.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	pt. I. Landscape and identity between imagery and reality -- pt. II. Landscape history, heritage and social change -- pt. III. Landscape assets, resources and services -- pt. IV. Landscape research and development planning.
Sommario/riassunto	Bringing together theoretical and empirical research from 22 countries in Europe, North America, Australia, South America and Japan, this book offers a state-of-the-art survey of conceptual and methodological research and planning issues relating to landscape, heritage, [and] development. It has 30 chapters grouped in four main thematic sections: landscapes as a constitutive dimension of territorial identities; landscape history and landscape heritage; landscapes as

development assets and resources; and landscape research and development planning. The contributors are scholars from a wide range of cultural and professional backgrounds, experienced in fundamental and applied research, planning and policy design. They were invited by the co-editors to write chapters for this book on the basis of the theoretical frameworks, case-study research findings and related policy concerns they presented at the 23rd Session of PECSRL - The Permanent European Conference for the Study of the Rural Landscape, organized by TERCUD - Territory, Culture and Development Research Centre, Universidade LusA<sup>3</sup>fona, in Lisbon and A"bidos, Portugal, 1 - 5 September 2008. With such broad inter-disciplinary relevance and international scope, this book provides a valuable overview, highlighting recent findings and interpretations on historical, current and prospective linkages between changing landscapes and natural, economic, cultural and other identity features of places and regions; landscape-related identities as local and regional development assets and resources in the era of globalized economy and culture; the role of landscape history and heritage as platforms of landscape research and management in European contexts, including the implementation of The European Landscape Convention; and, the strengthening of the landscape perspective as a constitutive element of sustainable development.

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