

M&A

from

PLANNING *to* INTEGRATION

Executing Acquisitions and
Increasing Shareholder Value

Robert J. Borghese & Paul F. Borghese

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Ma From Planning To Integration Executing Acquisitions And Increasing Shareholder Value

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Ma From Planning To Integration Executing Acquisitions And Increasing Shareholder Value:

M&A From Planning to Integration: Executing Acquisitions and Increasing Shareholder Value Robert J. Borghese, Paul Borghese, 2001-10-21

How Today's Leading Corporations Use Mergers Acquisitions as a Competitive Weapon Mergers and acquisitions are designed to build market leadership and create long term value in theory anyway M A from Planning to Integration provides complete guidelines for ensuring these optimistic theories become reality and outlines a systematic plan for developing implementing and monitoring a successful M A deal Examples from companies including Cisco Systems GE Microsoft and others reveal M A strategies that have worked in the real world illustrate the book's concepts in action and help you apply those concepts and strategies to your own company Covering each step from identifying a promising target to managing the post merger transition this comprehensive book details Six pre deal techniques for boosting the odds of a successful merger Methods for performing due diligence to ensure appropriate legal and tax structures Strategies to confront and overcome legacy issues during the integration process Is your company ready to pursue a strategic acquisition Do you currently find yourself the target of a potential acquirer Let M A from Planning to Integration provide you with the tools you need to successfully guide your organization through both sides of the M A equation In 1970 Ted Turner merges his father's small time billboard company with the publicly traded operator of an Atlanta television station Turner uses this new access to the capital markets to build cable television pioneer Turner Broadcasting In 1996 Quaker Oats pays 1.7 billion for specialty beverage producer Snapple A little more than two years later debilitating losses and miscalculations force Quaker to sell Snapple for 300 million less than 20 percent of what they had paid How can acquiring companies experience the success of Ted Turner while avoiding the disaster of Quaker Oats Snapple acquisition M A from Planning to Integration provides in depth analysis and guidance for each stage of the M A transaction This step by step guide to doing the deal is built around the authors innovative M A Strategy Guide a walkthrough of a typical negotiation which features unique tools including The Acquisition Scorecard An objective empirical process that gives potential acquirers a broad understanding of the overall health of an enterprise The Acquisition Feedback Loop Techniques for the acquiring company to establish an ongoing learning program and apply previous M A lessons to future acquisitions Valuable practical appendixes A sample confidentiality agreement due diligence checklist strategies for valuation and protection of a company's intellectual property including patents trademarks copyrights and trade secrets and more Mergers and acquisitions are among the business world's most dramatic attention grabbing operations But behind each flashy headline lies a stark reality The devil is in the details and the success or failure of any M A depends on effective execution of the deal's numerous finer points Let M A from Planning to Integration introduce you to the multiple factors that signal the potential for a successful deal as it provides you with hands on guidelines for addressing the particulars and building shareholder value with every merger or acquisition

Working Together Apart Judy S. Olson, Gary Olson, 2022-05-31 Increasingly teams are working together when

they are not in the same location even though there are many challenges to doing so successfully Here we review the latest insights into these matters guided by a framework that we have developed during two decades of research on this topic This framework organizes a series of factors that we have found to differentiate between successful and unsuccessful distributed collaborations We then review the kinds of technology options that are available today focusing more on types of technologies rather than specific instances We describe a database of geographically distributed projects we have studied and introduce the Collaboration Success Wizard an online tool for assessing past present or planned distributed collaborations We close with a set of recommendations for individuals managers and those higher in the organizations who wish to support distance work **The Indian National Bibliography** ,2005-07 [The British National Bibliography](#)

Arthur James Wells,2002 **The Routledge Companion to Mergers and Acquisitions** Annette Risberg,David R. King,Olimpia Meglio,2015-06-19 Mergers and acquisitions M As are events that attract considerable interest from academics and practitioners and much research has been conducted into their impact on individuals organizations and societies Yet despite all the existing research and the varied theoretical and methodological approaches employed there remains more to learn about M As The Routledge Companion to Mergers and Acquisitions takes a detailed look at this multifaceted subject using a novel framework of four domains substantive issues contextual issues methodological issues and conceptual issues Drawing on the expertise of its international team of contributors the volume surveys the state of the field including emerging and cutting edge areas such as social network analysis and corporate branding This Companion will be a rich resource for students researchers and practitioners involved in the study of M As and organizational and strategic studies more widely **Indian National Bibliography** B. S. Kesavan,2005-08 [Encyclopedia of Associations V1 National Org 43 Pt1](#) ,1961 A guide to more than 22 000 national and international organizations including trade business and commercial environmental and agricultural legal governmental public administration and military engineering technological and natural and social sciences educational cultural social welfare health and medical public affairs fraternal nationality and ethnic religious veterans hereditary and patriotic hobby and avocational athletic and sports labor unions associations and federations chambers of commerce and trade and tourism Greek letter and related organizations and fan clubs

[MERGERS ACQUISITIONS](#) , THE MCGRAW HILL EXECUTIVE MBA SERIES Executive education is suddenly every CEO s favorite strategic weapon BusinessWeek Now repackaged in easily transportable paperback editions these informative titles written by frontline executive education professors and modeled after the programs of the nation s top business schools will find new popularity with today s on the go every second counts executive *Books in Print Supplement* ,2002 **The Global Factory** Peter J. Buckley,2018-02-23 This key new book synthesises Peter Buckley s work on the global factory the modern networked multinational enterprise The role of interfirm networks entrepreneurship and cooperation in the creation and management of global factories leads to a discussion of their governance internal knowledge transfer strategies and

performance including their role in potentially combating societal failures Emerging country multinationals are examined as a special case of global factories with a focus on Indian and Chinese multinationals their involvement in tax havens and offshore financial centres the performance and processes of their acquisition strategies all seen as key aspects of globalisation **Business Periodicals Index** ,1997 **CFO.** ,2001 *BoogarLists | Directory of IT Systems & Services* ,
 Bulletin of the Atomic Scientists ,1969-02 The Bulletin of the Atomic Scientists is the premier public resource on scientific and technological developments that impact global security Founded by Manhattan Project Scientists the Bulletin s iconic Doomsday Clock stimulates solutions for a safer world Consultants & Consulting Organizations Directory: Descriptive listings and indexes ,2009 *Moody's Bank and Finance Manual* ,1994 **Working Mother** ,2001-10 The magazine that helps career moms balance their personal and professional lives *The Value Line Investment Survey* ,2008
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Ma From Planning To Integration Executing Acquisitions And Increasing Shareholder Value Introduction

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