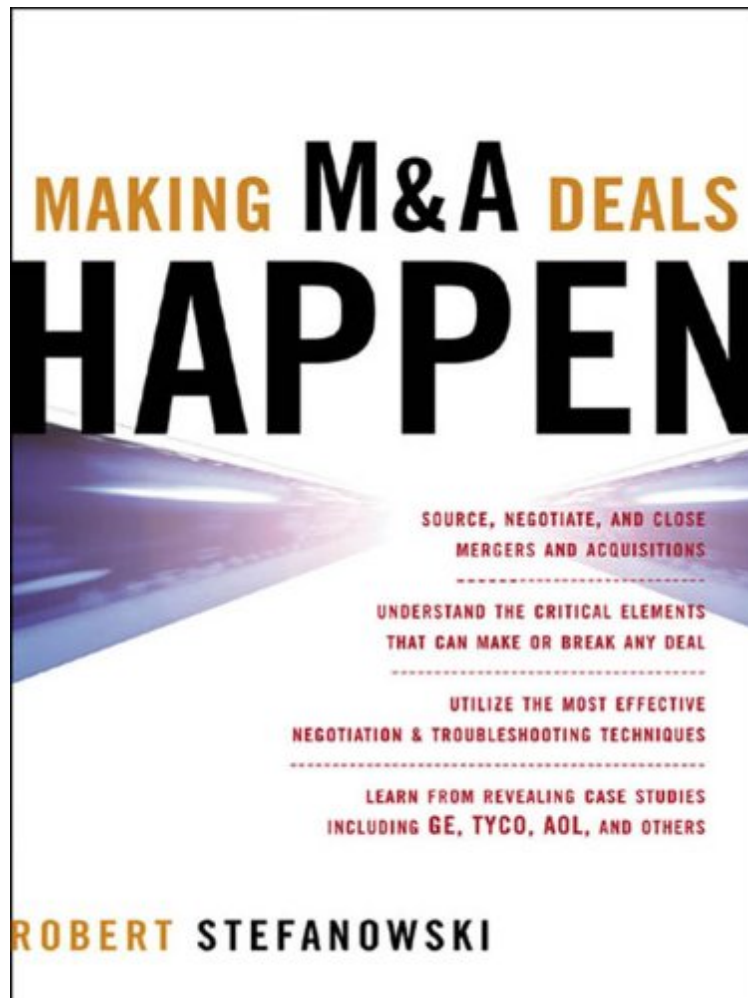


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Making MA Deals Happen

Robert Stefanowski

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Robert Stefanowski : Making MA Deals Happen before purchasing it in order to gauge whether or not it would be worth my time, and all praised Making MA Deals Happen:

8 of 9 people found the following review helpful. This book should be called "How MA deals Happen" By A. FosterBuy this book if you have no understanding of the MA process and want a basic idea of what happens from the perspective of a buyer or seller (not an investment bank). Don't buy this if:a) You have some basic familiarity with the process (offering memo, first round bids, letter of intent, due diligence etc)b) You want case studies or specific examples of the situations or principles discussed - Stefanowski uses very few and they are generally not very interesting. They are more for starting points for discussion than anything else.If you are entirely new to MA the book could be quite helpful. It does a good job summarizing the typical deal process and helps the reader think through a number of basic issues - due diligence, regulatory issues, integration, negotiation on price vs. deal terms etc. However, because he has to introduce the reader to so many areas in a relatively short book, each one only gets about

10-15 pages. Unfortunately for those of us not new to MA there is little content that discusses positioning MA deals internally at the buying firm or actually going through the internal sales process with executives etc. I was hoping for some real examples of how managers below the Senior VP level have found deals and worked through the deal process with both the target firm and internal executives to persuade both sides to make the deal happen. 0 of 0 people found the following review helpful. Very Good Deal! By Joelva Brandstetter Very good! I did seem to be used! 1 of 1 people found the following review helpful. Great Book! By Soundview Swimmer A simple, straightforward approach to a difficult topic - MA. Easy to read with great examples and commentary. Good for anyone interested in learning more about MA.

Successfully Source, Negotiate, and Close Any Merger, Acquisition, or Joint Venture Making MA Deals Happen provides a practical businessperson's approach to making MA deals that withstand the test of time. The book presents complete guidance on how to source, negotiate, and close mergers, acquisitions, and joint ventures, discussing each stage of the deal process and highlighting the critical elements, risks, and opportunities of each. Bob Stefanowski, who has overseen more than \$8.7 billion in MA deals, equips readers with expert information on the MA environment; developing a company strategy on MA; financial modeling and final valuation; bidding strategies; structuring the deal; legal and regulatory issues; and much more. Filled with easy-to-use tools, techniques, and resources, Making MA Deals Happen features: Proven MA strategies and tactics that increase value for the company In-depth case studies of Tyco, Consec, and Time Warner, showing where firms have gone wrong_ and how to avoid similar pitfalls Detailed negotiation do's and don'ts and troubleshooting techniques A wealth of tables, charts, and examples that illustrate key methods Sample due diligence audit programs and information requests Based on a renowned course the author teaches at UPENN - Wharton Making MA Deals Happen now offers a winning blueprint to all professionals actually involved in the MA process_ whether in the planning, due diligence, or integration phases.

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