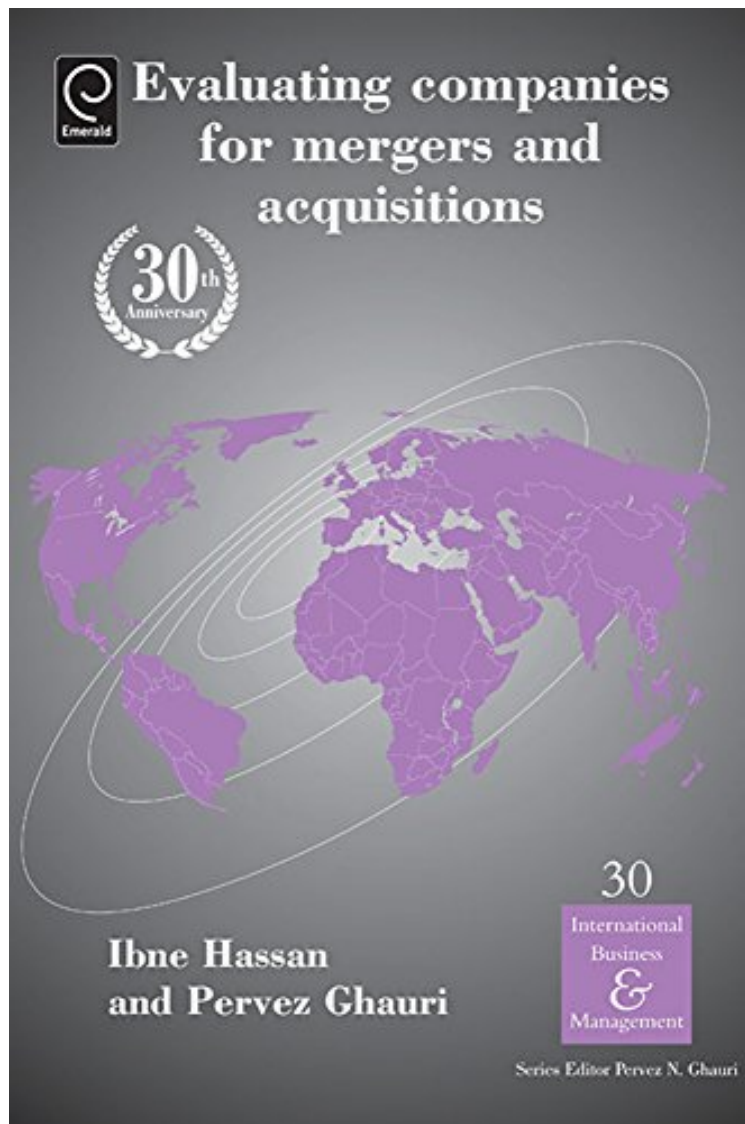


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Ibne Hassan

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Mergers and acquisitions are one of the cornerstones of firm growth, and have attracted considerable attention from the scholarly research community in the last three decades. Several studies have concluded that MA transactions do not result in better performance, and can even erode the acquiring firm's shareholder value to produce highly volatile market returns. Others have identified reasons for such inefficiencies. However, very little attention has been given to business evaluation process as an influencing factor. This thirtieth volume in the acclaimed International Business Management series investigates how the processes involved in the evaluation of a target firm influence the outcome of MAs. Co-authored by international business expert Pervez Ghauri, it highlights the processes that should be followed to evaluate potential acquisition targets, and how a proper evaluation can influence the MA performance. It encourages greater reliance on the strength and independence of the business evaluation process, and brings clarity in understanding the relationship between different components of business evaluation.

This volume details the processes involved in the evaluation of a target firm and their impact on the outcome of mergers and acquisitions. It considers firms or businesses from different countries and focuses on cases from information technology and communication sectors. It discusses the significance, modes, and types of mergers and acquisitions; the role of each component of business evaluation; mergers and acquisitions failures; and four in-depth cases of the evaluation process of mergers and acquisitions in Europe, based on interviews with those involved, documents, and publicly available information, along with comparative analysis. Distributed in North America by Turpin Distribution. --Ringgold Inc. Portland, OR (protoview.com)About the AuthorIbne Hassan - Kings College London, UKPervez Ghauri - Kings College London, UK