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Masterminding the Deal: Breakthroughs in MA Strategy and Analysis

Peter Clark, Roger Mills

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Peter Clark, Roger Mills : Masterminding the Deal: Breakthroughs in MA Strategy and Analysis before purchasing it in order to gauge whether or not it would be worth my time, and all praised Masterminding the Deal: Breakthroughs in MA Strategy and Analysis:

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Following a quiet period in global MA activity, a new boom seems to be underway, but in an age where two-thirds of all merger deals can be said to fail (where deals fall short of the minimum required financial returns to the acquiring company), how can future success be guaranteed? And what can acquirers, and their shareholders and advisers, do to improve the chances of success? Masterminding the Deal looks at performance in two critical areas - merger segmentation (the identification of critical characteristics and attributes separating more successful mergers from the rest) and category-specific synergy diagnosis (the differentiation of synergy benefits - expenses, revenues, tax - to ensure maximum rewards). Through this in-depth analysis, the book provides the managers and advisers of acquiring firms with concise and actionable frameworks to improve and enhance merger performance. Masterminding the Deal will help you to identify and apply the key components of merger success.

"Most swings are strikes, marriages end in divorce, and exploratory wells are dry holes. And yet batters continue to go to the plate, lovers to the altar, and wildcatters to new basins and fields. Masterminding the Deal gives MA dealmakers cause for continued bullishness."