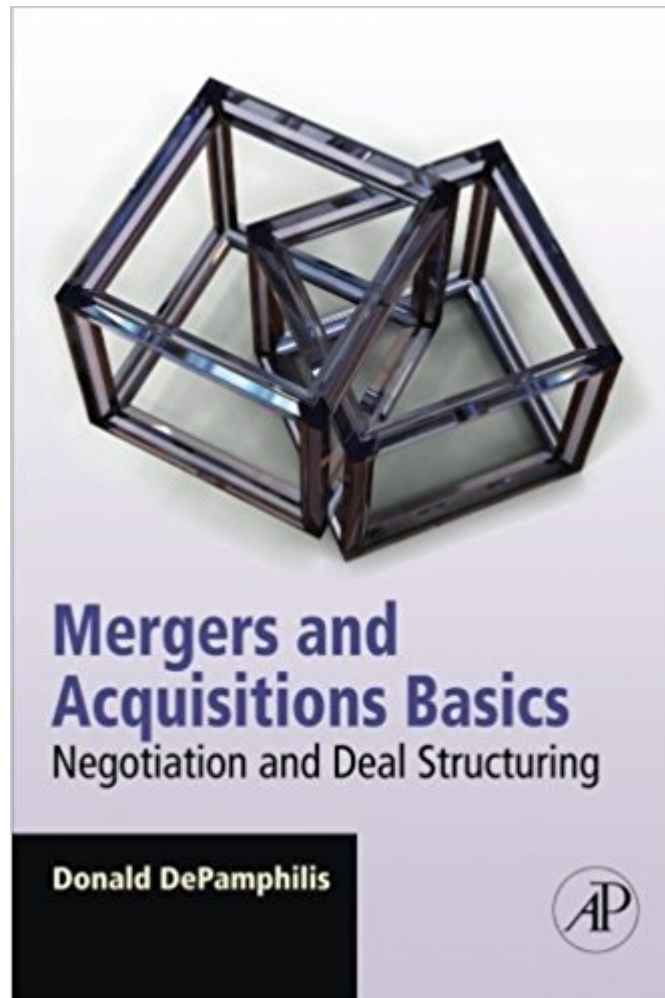




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# Mergers And Acquisitions Basics: Negotiation And Deal Structuring



## Synopsis

Negotiations form the heart of mergers and acquisitions efforts, for their conclusions contain both anticipated and unforeseen implications. Don DePamphilis presents a summary of negotiating and deal structuring that captures its dynamic process, showing readers how brokers, bankers, accountants, attorneys, tax experts, managers, investors, and others must work together and what happens when they don't. Written for those who seek a broadly-based view of M&A and understand their own roles in the process, this book treads a middle ground between highly technical and dumbed-down descriptions of complex events. It mixes theory with case studies so the text is current and useful. Unique and practical, this book can add hard-won insights to anybody's list of M&A titles. Presents negotiation as a team effort Includes all participants, from investment bankers to accountants and business managers Emphasizes the interactive nature of decisions about assets, payments, and appropriate legal structures Written for those who seek summarizing, non-technical information

## Book Information

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## Customer Reviews

"The author provides clear and thorough explanations of the relevant steps in negotiating and structuring M&A transactions. This text does a marvelous job of incorporating current events and recent deals to illustrate the key aspects of the deal process." --Matthew Cain, University of Notre Dame

Negotiating is a dynamic process, evolving as new information becomes available.Â This book providesÂ a "macro" overview ofÂ M & AÂ negotiations and deal structuring,Â depicting it as a team-oriented process of highly interactive steps.Â That process typically includes a variety of actors--investment bankers, business brokers, accountants,Â attorneys, tax experts, managers, investors, and others--and aÂ dynamic series of actions with often-unforeseen implications.Â Written for those who seek a broadly-basedÂ view of M & A, this heavilyÂ illustrated mix of theoretical and empirical work steers a middle course between encyclopedic accounts of negotiating and deal structuring and thin summaries of the principal players' roles.

Solid book for learning the basics of M&A.

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