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Applied Mergers and Acquisitions, University Edition Robert F. Bruner,2004-03-22 A comprehensive guide to the world of mergers and acquisitions Why do so many M A transactions fail And what drives the success of those deals that are consummated Robert Bruner explains that M A can be understood as a response by managers to forces of turbulence in their environment Despite the material failure rates of mergers and acquisitions those pulling the trigger on key strategic decisions can make them work if they spend great care and rigor in the development of their M A deals By addressing the key factors of M A success and failure Applied Mergers and Acquisitions can help readers do this Written by one of the

foremost thinkers and educators in the field this invaluable resource teaches readers the art and science of M A valuation deal negotiation and bargaining and provides a framework for considering tradeoffs in an effort to optimize the value of any M A deal

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 - Participating in Virtual Book Clubs
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