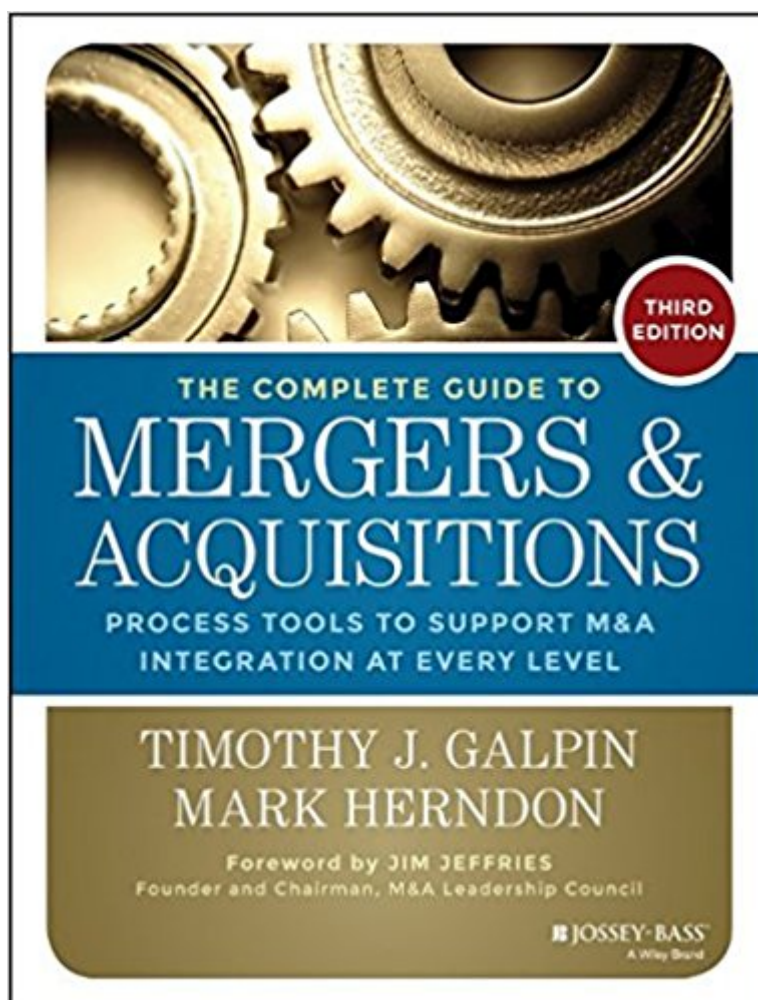


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The Complete Guide To Mergers And Acquisitions: Process Tools To Support M&A Integration At Every Level (Jossey-Bass Professional Management)





Synopsis

Ease the M&A process with a more effective integration plan. The Complete Guide to Mergers and Acquisitions is the ultimate handbook for planning and managing post-merger integration. Packed full of "how to" guidance, tools, templates and resources that have been put to the test on numerous due diligence and integration efforts around the world, The Complete Guide to Mergers and Acquisitions has been the go-to guide for firms seeking to maximize the value of their deals since the release of the first edition in 1999. Poor integration management virtually ensures that a merger or acquisition will fail to meet financial and strategic goals. The Complete Guide to Mergers and Acquisitions provides the information that enables firms to quickly and prudently capture projected cost and revenue synergies, and to move the combined organization forward. The book addresses strategic deal considerations, due diligence, integration management, people dynamics and cultural integration, common integration mistakes, communications strategies, and provides actionable steps toward creating measurable, positive results throughout the integration process. The updated third edition contains new information and tools to help firms in any industry manage deals of all sizes, including: Results of The State of M&A Integration Effectiveness Survey, 2014. A new chapter on the M&A process deal stages, with an expanded Deal Flow Model. Findings of substantial M&A research from various studies in multiple industries and organizations, supporting the concepts presented throughout the book. New and revised tools and templates for due diligence, integration, and results measurement and reporting. New case examples of recent transactions. Highlighted 'Key Principles' throughout each chapter. A summary of key points at the end of each chapter. Discussion questions addressing the key themes of each chapter. A 'rapid assessment' diagnostic regarding the key elements of each chapter, which can be completed for any organization. A revised chapter on taking your M&A game to the next level – essential requirements for building M&A capabilities into a consistently successful enterprise competency. Merger and acquisition activity across the globe continues to grow, and is also playing a major role in the development of expanding markets. A well-managed integration effort is essential to success, and failure means a tremendous waste in terms of time and money, as well as the rapid destruction of shareholder value. The Complete Guide to Mergers and Acquisitions: Process Tools to Support M&A Integration at Every Level, Third Edition is an invaluable resource to guide firms in managing M&A integration and maximize the value of their deals.

Book Information

Series: Jossey-Bass Professional Management

Hardcover: 480 pages

Publisher: Jossey-Bass; 3 edition (July 21, 2014)

Language: English

ISBN-10: 1118827236

ISBN-13: 978-1118827239

Product Dimensions: 7.1 x 1.4 x 9.1 inches

Shipping Weight: 1.8 pounds (View shipping rates and policies)

Average Customer Review: 4.5 out of 5 stars 6 customer reviews

Best Sellers Rank: #253,982 in Books (See Top 100 in Books) #54 in Books > Business & Money > Management & Leadership > Consolidation & Merger #3974 in Books > Business & Money > Processes & Infrastructure #8275 in Books > Textbooks > Business & Finance

Customer Reviews

Achieve M&A success through effective integration The Complete Guide to Mergers & Acquisitions is the ultimate handbook for planning and managing post-merger integration, packed full of how-to guidance, tools, templates, and resources that have been put to the test on numerous due diligence and integration efforts around the world. Poor integration management virtually ensures that a merger or acquisition will fail to meet financial and strategic goals. The Complete Guide provides the information that enables firms to quickly and prudently capture projected cost and revenue synergies, and to move the combined organization forward. The book addresses strategic deal considerations, due diligence, integration management, people dynamics and cultural integration, common integration mistakes, and communications strategies, and provides actionable steps toward creating measurable, positive results throughout the integration process. The updated third edition contains new information and tools to help firms in any industry manage deals of all sizes, including: Results of The State of M&A Integration Effectiveness Survey, 2014 A new chapter on the M&A process deal stages, with an expanded Deal Flow Model New and revised tools and templates for due diligence, integration, and results measurement and reporting New case examples of recent transactions A "rapid assessment"™ diagnostic regarding the key elements of each chapter, which can be completed for any organization A revised chapter on building M&A capabilities into a consistently successful enterprise competency Merger and acquisition activity across the globe continues to grow, playing a major role in the development of expanding markets. A well-managed integration effort is essential to success, and failure means a tremendous waste in terms of time and money, as well as the rapid destruction of shareholder value. The Complete

Guide to Mergers & Acquisitions, Third Edition is an invaluable resource to guide firms in managing M&A integration and maximize the value of their deals.

“With the 3rd edition of The Complete Guide to Mergers & Acquisitions, readers will be treated to Galpin and Herndon’s most recent insights and experience in the world of business transactions. No matter how large or small the acquisition you might be planning, public or private, reach for this valuable and practical guide first. If success is what you’re after, then make the commitment to prepare yourself and your team; this book is the way to do it.” JAN K. GRUDE, President and Chief Executive Officer, Pacific Blue Cross/Blue Shield

“Thank you, Herndon and Galpin, for a practical and thought-provoking guide for those who want to get better and smarter at effective M&A integrations. Of the fourteen books in my M&A library, their first book was the one I have most often referenced. Now this new and expanded version will take over the #1 spot.” JACK PROUTY, President of the M&A Leadership Council

“In a world where mergers and acquisitions almost never reach their publicly proclaimed synergies, The Complete Guide to Mergers & Acquisitions is a step-by-step guide that takes an applied, practitioner’s approach to all aspects of M&A from due diligence to integration planning and execution to change management. Galpin and Herndon, proven executives and thought leaders, provide critical insight for anyone responsible for organizational alignment, integration, and the ultimate recognition of synergies.” MARK GASTA, Executive Vice President and Chief People Officer, Vail Resorts Management Company

“We used Galpin and Herndon’s book as a guide when we were shaping our M&A process and toolkit. The book helped us create templates and structure the due diligence and integration processes that we have applied in several transactions. It presents a clear structure for organizing and conducting due diligence and integration that we used in training exercises with our diligence and management teams. It’s concise and easy to follow, and it gave us a head start on implementing our M&A strategy.” MARSHALL TUCKER, Manager Business Development, Tampa Electric Company

“Galpin and Herndon’s third edition, updated with recent case examples, new tools and templates, and recent research findings, makes this required reading for anyone considering mergers and acquisitions.” FERNANDO PAIZ, Former Chairman, Walmart Central America

I’m sure the book would be easy to read and navigate through, as hardcopy/printed version, but found the kindle version difficult to use. Overall, a great source of information for anyone involved in M&A Integrations.

Good content, enlightening.

Really practical tool. Reference it often.

A well written book to guide any person through an Acquisition

Excellent for M&A

Excellent!

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