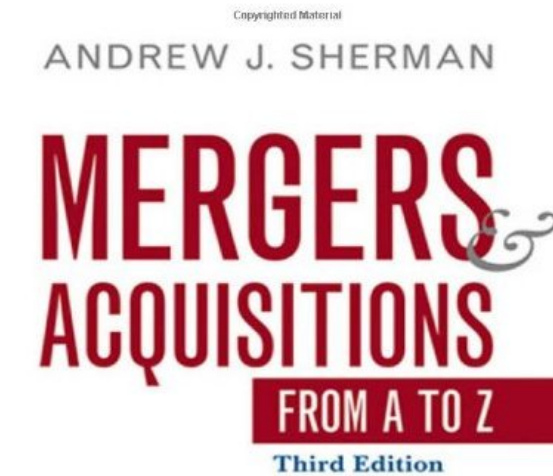


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Synopsis :

Review "Mergers & Acquisitions from A to Z is a comprehensive, straightforward, authoritative, and surprisingly reader-friendly how-and-whether-to-do-it handbook on acquiring, selling, and merging companies. It includes everything you need to know. It contains all the questions to ask, the factors to consider in deciding whether and when to buy or sell and how to weigh them, the checklists to create, and the pitfalls to guard against. The absence of unnecessary jargon is as refreshing as the material is enlightening." -- Joel L. Fleishman, Professor of Law and Public Policy, Terry Sanford Institute of Public Policy, Duke University "Mergers & Acquisitions from A to Z is a must-read for every entrepreneur driving a fast-growth company. The authors' characterization of the latest trends and best practices empower the deal maker with the ability to see around the corner and sidestep disaster." -- Richard T. Cole, CEO, Geeks On Call America, Inc. "As an attorney, there is no better resource for a dealmaker than Andrew Sherman. [He is] a highly rated instructor for our M&A certification program at NYU, [and] his book should be made required reading for every middle-market transaction advisor." -- Michael R. Nall, CPA, CM&A, Founder, Alliance of Merger & Acquisition Advisors "This book is a treasure trove of very useful information for both buyers and sellers in corporate mergers & acquisitions. [The authors have] kept the pace moving by providing just the right information. It is extremely well written with examples and tools that buyers and sellers can use right out of the box as they firm up their M&A strategies. I highly recommend this book as a key ingredient for any corporate M&A department." -- Shiv Krishnan, President & CEO, INDUS Corporation "Sherman and Hart have done a terrific job assembling and synthesizing the basic, yet critical, issues to be aware of before/during/after the deal. A well-rounded, up-to-date primer filled with pragmatic information that will serve as an excellent reference regardless the reader's M&A experience." -- Edward J. Hayes, Jr. Executive Vice President and Chief Financial Officer Quantum Corporation "After reading Andrew's book, it became clear that his insight and processes assist entrepreneurs looking to expand their businesses. Andrew's book offers guidance for non-U.S.-based businesses considering mergers and acquisitions in the United States." -- Nancye Miller, CEO, the Entrepreneurs' Organization' v --This text refers to an out of print or unavailable edition of this title. Read more Book Description Mergers and acquisitions represent a successful growth strategy for many companies, but, while potentially profitable, M&A transactions are complex and often risky. Covering the latest trends, developments, and best practices for the post-Madoff era, this comprehensive, hands-on resource walks readers through every step of the process, offering practical advice for keeping deals on track and ensuring postclosing integration success. Filled with case studies and war stories illustrating what works and why, the third edition of Mergers and Acquisitions from A to Z offers valuable tools, checklists, and sample documents, providing crucial guidance on: preparing for and initiating the deal; regulatory considerations; due diligence; deal structure; valuation and pricing; and financing even during turbulent market conditions. M&A transactions can quickly spell a company's doom if they are not conceived and executed carefully, legally, and sensibly. This is the classic guide to mergers and acquisitions, now completely updated for today's market. Read more See all Editorial Reviews

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