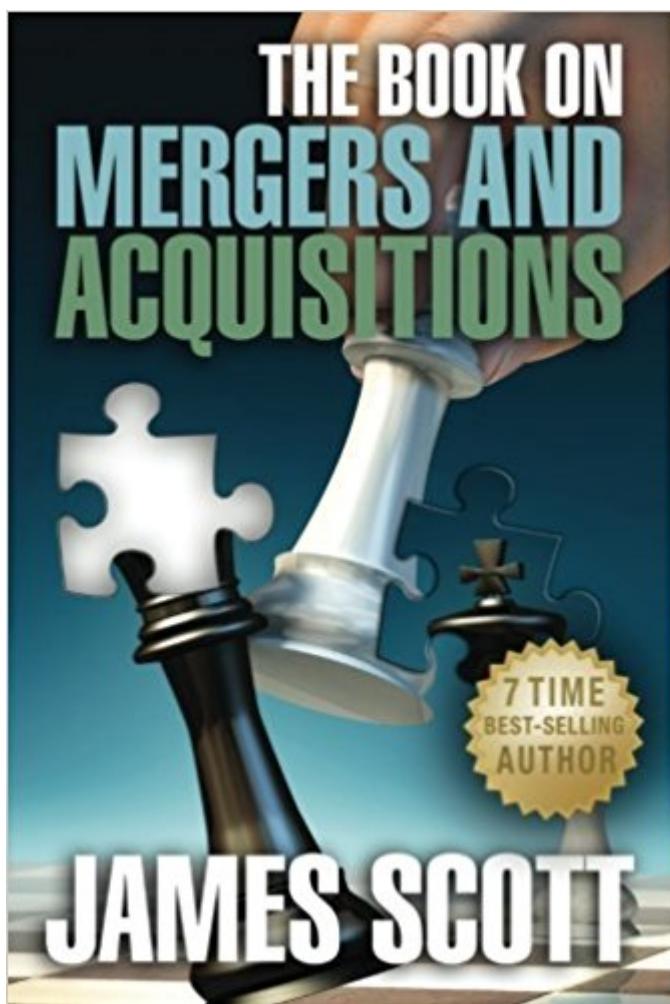


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# The Book On Mergers And Acquisitions (New Renaissance Series On Corporate Strategies)



## **Synopsis**

This manual is designed as a resource for people involved in all facets of mergers and acquisitions. The steps involved in the M&A process (merger and acquisition process) are thoroughly explained. It is our goal that, after having gone through this manual, you'll know how to handle each step in the merger and acquisition process. Mergers and acquisitions (M&As) have played a major role in expansion and consolidation of business organizations across the globe. Recently, M&As have become important in influencing market forces. This is one reason for dramatic increase in the number of mergers over the last decade. M&A transactions are worth a considerable amount in terms of dollars as well as in terms of number of transactions. In 1998, there were more than \$1 trillion in mergers and acquisitions in the United States alone, more than 7,500 transactions. After reading this manual, all stakeholders should have adequate information on how to handle the merger or acquisition transaction, including a mergers and acquisitions outline, an m&a due diligence checklist, a post merger integration checklist, and the knowledge necessary to choose the best mergers and acquisitions consultants. Mergers and acquisitions are not the same thing, and it is important to understand the difference. One difference is speed. If investors need the transaction to be completed in a short amount of time, then acquisition will likely be the most appropriate. That is assuming that the assets of the acquired company are a strategic fit to the new owner's existing company. Some business investors think that internal development is a good strategy. One reason why investors prefer mergers or acquisitions to creating a company from scratch is that these are faster ways of entering the market or expanding into new markets. In some cases, a market opportunity may have passed if a company waits to ramp up its own internal operation to meet the demand. All regulatory requirements of a merger or acquisition and understanding m&a due diligence are listed in this manual. When a merger involves millions of dollars, companies must adhere to federal antitrust statutes, state laws and Securities and Exchange Commission (SEC) regulations. There are additional requirements for non-public transactions.

## **Book Information**

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## Customer Reviews

"James Scott is without a doubt the most knowledgeable consultant that we've ever come across. His knowledge on the ins and outs of real IPO facilitation is unmatched and his strategies for growth through Merger and Acquisition are so powerful we would never even consider using a different consultant. These books are right on the money with how True IPOs and M&A work."~Franklin Esparcia"Mr. Scott's ability to create clarity out of chaos is something that must be seen to believe. The way he comes into a corporation that is unorganized and struggling to make sense of an ever-changing market place and can instantly deliver results is exactly what we needed."~Stoyan Atskov"James is one of the most creative free thinkers in the new millennium. His strategic corporate thinking is legendary in our industry"~ Marc Campos IR Consultant (Silicon Valley)"James is one of the most knowledgeable and resourceful consultants that I have worked with. He has a keen understanding of market conditions and alternative fundraising solutions, and is a major asset to middle market companies that are seeking to expand or grow through a public offering. We have seen his skills many times and consider ourselves lucky to consider he and his firm as a strategic alliance."~William Cain

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M and A isn't a very interesting topic if you are being forced to learn it for work. This writer got me in and out of the topic virtually overnight and I was able to demonstrate solid comprehension of mergers and acquisitions to my boss, and now I can toss it in the desk while I trade. Awesome book if you are being forced to learn this topic

It's obvious why this M&A book is a best seller. You'd need to buy 10 different books to cover what this one single title does.

Terrible writing. Misguided, poorly researched, confusing and in some cases inaccurate.

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