

## Applied Mergers And Acquisitions

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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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Applied Mergers and Acquisitions aims to present a one-volume coverage of practice and research in a way that is both pragmatic and rigorous. This document gives an overview of the book and contains the table of contents, a description of associated software, an excerpt from the preface, and an excerpt from Chapter 1 - these give a sense of the perspective taken here.

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Applied mergers and acquisitions

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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.

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Applied Mergers and Acquisitions is part of a complete suite of resources on M&A that includes a workbook and a CD-ROM with additional spreadsheets. Robert F. Bruner, MBA, DBA (Charlottesville, VA), is the Distinguished Professor of Business Administration at the Darden School at the University of Virginia and Executive Director of the Batten Institute.

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Author Robert F. Bruner is a leading authority on mergers and acquisitions. In Applied Mergers and Acquisitions, any student or executive will have a solid and indispensable introduction to the subject matter. Bruner addresses with mergers and acquisitions with an academic and scholarly objective with practical realities. Quotes from the Book

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