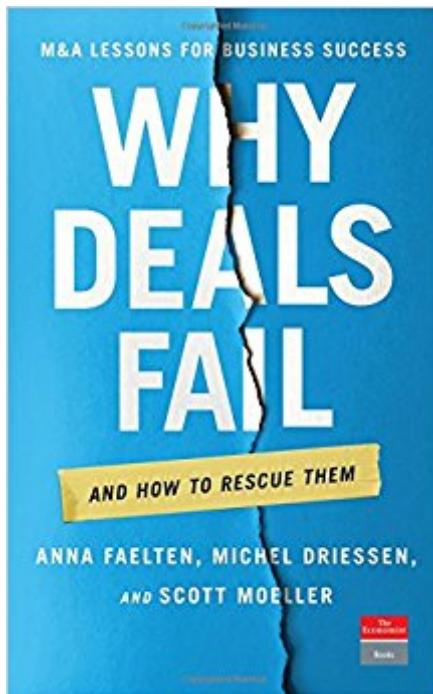


The book was found

Why Deals Fail: And How To Rescue Them



Synopsis

The combined value of all M&A deals from 1980 to the end of 2015 was almost 65 trillionâ "bigger than the current annual world economy value outside the US. In that same period, almost 900,000 deals were announced. Many were questionable, as Why Deals Fail shows. With companies expected to continue to merge in record numbers, it is time to learn some critical lessons from those deals. In 2014 the government of the UKâ "one of the most open markets globally for M&Aâ "commissioned Cass Business School's Mergers and Acquisitions Research Centre, headed by Scott Moeller, to investigate whether M&A has a negative or positive impact on the country's economy. Their findings: M&A deals do generate short-term benefits for the economy, especially because some large deals were spectacularly successful. However, over the longer term, the results are less clear-cut. Despite those highly successful tie-ups that drove the economic results to an overall positive average, the majority of UK mergers by number in the research period actually destroyed value. In summary, deals can be hugely beneficial for all involved when you get it right but they still, at large, struggle to live up to their initial hypeâ "and potential. Done wrong, they can damage business and, by extension, the economy and result in hundreds if not thousands of employees being made redundant. Most of the mergers detailed in this book are lessons in what not to do; the authors get behind the corporate veil to show what went wrong when huge and otherwise highly successful global businesses such as the Royal Bank of Scotland, Microsoft, and HP embarked on M&A transactions. Why Deals Fail is aimed at business people who want to understand better how M&A can drive corporate fortunes. Whether you are a seasoned M&A professional, an employee in a company that is acquiring or being acquired, or a newly graduated business student doing analysis about a deal, this book will help you to make the right decisions when they are most crucial.

Book Information

Paperback: 224 pages

Publisher: The Economist; 1 edition (October 11, 2016)

Language: English

ISBN-10: 1610397908

ISBN-13: 978-1610397902

Product Dimensions: 5 x 0.6 x 8 inches

Shipping Weight: 5.6 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 2 customer reviews

Best Sellers Rank: #739,400 in Books (See Top 100 in Books) #170 in Books > Business & Money > Management & Leadership > Consolidation & Merger #370 in Books > Business & Money > Small Business & Entrepreneurship > Consulting #6898 in Books > Business & Money > Management & Leadership > Leadership

Customer Reviews

Anna Faelten is a Corporate Finance advisor at international accountancy firm EY. Anna has many years of M&A experience, advising firms when raising and investing capital with a focus on the Technology, Media and Telecommunications sector. She remains a visiting lecturer at Cass Business School, where she teaches mergers and acquisitions to master s degree students. Her ongoing academic research focuses on M&A but also encompasses general corporate finance, corporate governance, corporate distress, and restructuring and investment in emerging markets.

Michel Driessen is a Senior Partner within the Transaction Advisory Services practice at international accounting firm EY. He has previously held senior executive positions at Accenture, Visa and Rabobank. During his nine years at EY he has worked on and led over 100 multi-billion pound transactions with the world s largest corporates and private equity firms on some of the biggest and most complex cross-border engagements. His focus has been on synergy identification and valuation, post merger integration and divestments/carve-outs. He is an advisory board member of the M&A Research Centre and a Senior Visiting Fellow at Cass Business School. Scott Moeller is a Professor in the Practice of Finance at Cass Business School where he is also the Director of the M&A Research Centre. He is a former investment banker with both Morgan Stanley and Deutsche Bank, former consultant with Booz, Allen & Hamilton, and co-author of the best-selling Intelligent M&A: Navigating the mergers and acquisitions minefield (now in its second edition), author of Surviving M&A: Make the most of your company being acquired, and editor of "Finance Essentials: The Practitioners Guide" and "M&A Collection: Themes in Best Practice.""

I read this at one sitting - had me completely captivated. Completely demystifies M&A and does some great "mythbusting" around what is important and what is not . One of my favourite sayings is "never underestimate the ability of people to mess up a good plan". Well the book makes abundantly clear that planning is crucial, as are people, linked with efficient and effective communication. A must read if you want to understand M&A better, and/or want to put the odds in your favour that the deal you are involved in is a successful one.

There have been a multitude of books written on the subject of effective M&A strategies....this is the one to read. This book achieves the perfect balance between outlining clear and concise do's & don'ts of deal making processes with relevant case studies and amusing anecdotes. An extremely enjoyable and informative book providing precious insights in an authoritative but entertaining way. A top class reference point from an outstanding combination of authors. Highly recommended.

[Download to continue reading...](#)

Why Deals Fail: And How to Rescue Them Fail, Fail Again, Fail Better: Wise Advice for Leaning into the Unknown Why Photographs Work: 52 Great Images Who Made Them, What Makes Them Special and Why Gods Generals: Why They Succeeded And Why Some Fail Flavored Butters: How to Make Them, Shape Them, and Use Them as Spreads, Toppings, and Sauces (50 Series) Essential Spices and Herbs: Discover Them, Understand Them, Enjoy Them Think...like a Bed Bug: A Guide To Knowing What Bed Bugs Are, Whoâ™s At Risk, How You Get Them, How To Spot Them Early, Health Implications, Prevention ... Tips, And What To Do If You Get Them! Throw Them All Out: How Politicians and Their Friends Get Rich Off Insider Stock Tips, Land Deals, and Cronyism That Would Send the Rest of Us to Prison The Rule of Empires: Those Who Built Them Those Who Endured Them and Why They Always Fall Why They Stay: Sex Scandals, Deals, and Hidden Agendas of Nine Political Wives Combating Biofilms: Why Your Antibiotics and Antifungals Fail: Solutions for Lyme Disease, Chronic Sinusitis, Pneumonia, Yeast Infections, Wounds, Ear ... Bad Breath, Cystic Fibrosis and Implants OVERRULED- Your Objections to Asking for Referrals: Why Lawyers Fail to Get the Referrals They Deserve and Need to Grow Their Practice and What They Can Do About It The Signal and the Noise: Why So Many Predictions Fail - but Some Don't Why Nations Fail: The Origins of Power, Prosperity, and Poverty Blind Spots: Why We Fail to Do What's Right and What to Do about It Why Marriages Succeed or Fail: And How You Can Make Yours Last Why Presidents Fail And How They Can Succeed Again Leading Change: Why Transformation Efforts Fail (Harvard Business Review) Chasing Polio in Pakistan: Why the World's Largest Public Health Initiative May Fail Why Buildings Fall Down: How Structures Fail

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)