

Bedrijfsovernamen

Wilbur M. Yegge

Bedrijfsovername mr. M.P.P. van Buuren,prof. mr. H. Koster,2023

Bedrijfsopvolging en Bedrijfsovername ,2012

Bedrijfsovername Nederlandse Beroepsorganisatie van Accountants,2013

Global Acquisitions S. Lees,2002-12-10 Mergers and acquisitions are about rapid growth. They can also be one of the main ways of destroying shareholder value. This book challenges almost every popular assumption about how to manage mergers and acquisitions. It draws upon a wealth of theory and practice to provide the essential strategic frameworks for integrating mergers, acquisitions and other collaborative ventures at a global level. It shows that the human factor is at the centre of a successful acquisition strategy.

Mergers and Acquisitions Playbook Mark A. Filippell,2010-12-02 The ultimate tricks of the trade guide to mergers and acquisitions Mergers and Acquisitions Playbook provides the practical tricks of the trade on how to get maximum value for a middle-market business. This book uniquely covers how to prepare for a sale, how to present the business most positively, and how to control the sale timetable. Written in a straight-talking style Provides the tricks of the trade on how to get maximum value for a middle-market business Shows how the sellers can take capitalize their inherent unfair advantages Examines the differences between value and currency Explains how to handle bankruptcy and distress company sales Offers tips on managing your lawyers in the documentation process Filled with empirical examples of successful-and unsuccessful-techniques, this practical guide takes you through every step of the M&A process, from how to manage confidentiality, how to create competition (or the impression of competition), to what to do once the deal is closed.

A Basic Guide for Buying and Selling a Company Wilbur M. Yegge,1996-10-24 Expert advice for a successful transaction Today, businesses are being bought and sold at a rapid rate. As a management consultant who has brokered over 300 small businesses, Wilbur Yegge knows the intricacies involved in the transaction process—and how to overcome them. In this comprehensive guide, he takes you through the ins and outs of the purchasing and vending process, covering everything essential to conclude a successful transaction. Packed with numerous examples, helpful tips, and even a special section on Yegge's rules, this invaluable resource has complete information on: Contractual obligations in purchase and sale agreements. Working with business brokers. Confidentiality issues, such as tax returns, impropriety, and the discovery process. Effective negotiation strategies. What to include—and what not to—in your selling prospectus. Sellers' pricing methods. Payment alternatives open to buyers.

German Mergers & Acquisitions in the USA Bernd Wübben,2007-11-29 Bernd Wübben analyzes the success of 87 German mergers and acquisitions in the USA during the period from 1990 to 2004. Employing a study of the capital markets' reaction and a survey of acquirers' executives, he shows that US transactions on average enhanced value for German companies and their shareholders. The author integrates the findings of both methodologies to identify the determinants of transaction success, including characteristics of the German acquiring and the US target companies as well as of the acquisition structure and management.

Business Exit Strategies: Family-owned And Other Business Lipman Frederick D,2017-12-28 This book analyzes various business exit strategies for both family-owned businesses as well as other businesses, both in the United States and throughout the world. Approximately 80% to 90% of all businesses in the world are family-owned. The book discusses, among other things, 12 common mistakes in attempting to sell a business to third parties, methods of marketing the business, negotiation of key sale terms, negotiating employment and consulting agreements, avoiding traps in sale agreements, creating a professional advisory team, and alternatives to a sale to an unrelated third party, such as ESOPs, leverage recapitalizations, selling to other family members or key employees, and going public transactions. Contents: Six Common Mistakes in Selling a Business to an Unrelated Third PartySix More Common Mistakes in Selling a BusinessMarketing the BusinessLetters of Intent and Due DiligenceNegotiating Key Sale TermsNegotiating Employment and Consulting AgreementsAvoiding Traps in the Agreement of SaleCreating a Professional Advisory TeamLeveraged RecapitalizationSelling to Other Family Members and/or Key EmployeesThe ESOP AlternativeGoing Public in a Traditional IPOThe Regulation A AlternativeAppendix I: IRS Form 8594 Readership: Professors and students of business schools; entrepreneurs, business consultants, attorneys, accountants, advisors to start-up and middle-market companies, angel investors, private equity funds. Keywords: Exit Strategies;Family Business;ESOP;Going Public;Leveraged RecapitalizationReview: Key Features: Describes 12 common mistakes in selling a business which can either prevent the sale of the business or reduce the purchase priceProvides 5 alternatives which should be explored prior to selling the business to an unrelated third partyDiscusses the negotiation of key sale terms and employment and consulting agreements which are both important in maximizing the after tax sale proceeds to the business owners

The Management of International Acquisitions John Child,David Faulkner,Robert Pitkethly,2001 This study explores the different ways in which companies from varying cultures and nationalities approach the task of integrating new UK acquisitions into their group, and examines the question of whether any one method of integration seems to be superior to another.

The Management of Corporate Acquisitions Alessandro Sinatra,Harbir Singh,Georg von Krogh,2016-07-27 Finally! A comprehensive volume on the management of corporate acquisitions that summarizes contemporary research, and that moves what we know about acquisition management a step further. The book encompasses innovative works from several countries, related to a variety of issues; managerial motives, the role of acquisitions in competitive strategy, as well as organizational and political processes. Unlike several other works on acquisitions, this book emphasizes the most critical issue faced by managers today; how to manage successfully already acquired companies and operations. Both researchers, managers and students of strategy and organization will find this book an important supplement.

Mergers, Acquisitions, and Corporate Restructurings Patrick A. Gaughan,2017-11-27 The essential M&A primer, updated with the latest research and statistics Mergers, Acquisitions, and Corporate Restructurings provides a comprehensive look at the field's growth and development, and places M&As in realistic context amidst changing trends, legislation, and global perspectives. All-inclusive coverage merges expert discussion with extensive graphs, research, and case studies to show how M&As can be used successfully, how each form works, and how they are governed by the laws of major countries. Strategies and motives are carefully analyzed alongside

legalities each step of the way, and specific techniques are dissected to provide deep insight into real-world operations. This new seventh edition has been revised to improve clarity and approachability, and features the latest research and data to provide the most accurate assessment of the current M&A landscape. Ancillary materials include PowerPoint slides, a sample syllabus, and a test bank to facilitate training and streamline comprehension. As the global economy slows, merger and acquisition activity is expected to increase. This book provides an M&A primer for business executives and financial managers seeking a deeper understanding of how corporate restructuring can work for their companies. Understand the many forms of M&As, and the laws that govern them Learn the offensive and defensive techniques used during hostile acquisitions Delve into the strategies and motives that inspire M&As Access the latest data, research, and case studies on private equity, ethics, corporate governance, and more From large megadeals to various forms of downsizing, a full range of restructuring practices are currently being used to revitalize and supercharge companies around the world. Mergers, Acquisitions, and Corporate Restructurings is an essential resource for executives needing to quickly get up to date to plan their own company's next moves.

The Concise Guide to Mergers, Acquisitions and Divestitures R. Brown, 2007-10-29 This is the first single-volume desktop reference on mergers, acquisitions, and divestitures to cover all important aspects at once, including business, legal, finance, accounting, tax, and process issues. The author writes in an engaging, accessible style that will appeal to professionals and students alike.

Acquisition Strategy and Implementation Nancy Hubbard, 1999 An independent consultant, Hubbard (business administration, Oxford U.) explains why half of all attempts to acquire a business, or merge two businesses, fail. Then she explores the psychology involved, describes a process for acquiring, and presents five case studies in which the names and other details of both the companies and people have been changed. The section on psychology particularly discusses the reaction of employees whose means of livelihood have just been bought and sold.--Book News, Inc.

Advances in Mergers and Acquisitions Sydney Finkelstein, Cary L. Cooper, 2009-09-09 Helps scholars think about mergers and acquisitions in fresh ways, building our knowledge base on this critical topic.

The Routledge Companion to Management Buyouts Mike Wright, Kevin Amess, Nick Bacon, Donald Siegel, 2018-09-03 Management Buyouts (MBOs) first came to prominence in the US during the early 1980s, and have subsequently become a global phenomenon and a highly significant transaction within the corporate restructuring landscape Although much recent attention has focused on private equity (PE) backed buyouts, these are only a subset of the total MBO market. The Routledge Companion to Management Buyouts takes a much broader definition, reviewing the current state of research and theory and where further developments are likely to occur and incorporating PE and non-PE backed buyouts, as well as variations such as management buy-ins and management-employee buyouts. It goes beyond the purely financial perspective, exploring the many different aspects of management buyouts and incorporating related disciplines including strategy, organizational change, and HRM providing the first truly comprehensive authoritative resource on the topic. Expertly edited, and drawing on international scholarship, this unique volume will be an invaluable sourcebook on MBOs for researchers and advanced students as well as those interested in the broader areas of corporate restructuring and ownership change.

The Synergy Trap Mark L. Sirower, 2010-05-11 With acquisition activity running into the trillions of dollars, the acquisition alternative continues to be the favorite corporate growth strategy of this generation's executives. Unfortunately, creating shareholder value remains the most elusive outcome of these corporate strategies. After decades of research and billions of dollars paid in advisory fees, why do these major decisions continue to destroy value? Building on his groundbreaking research first cited in Business Week, Mark L. Sirower explains how companies often pay too much -- and predictably never realize the promises of increased performance and competitiveness -- in their quest to acquire other companies. Armed with extensive evidence, Sirower destroys the popular notion that the acquisition premium represents potential value. He provides the first formal and functional definition for synergy -- the specific increases in performance beyond those already expected for companies to achieve independently. Sirower's refreshing nuts-and-bolts analysis of the fundamentals behind acquisition performance cuts sharply through the existing folklore surrounding failed acquisitions, such as lack of strategic fit or corporate culture problems, and gives managers the tools to avoid predictable losses in acquisition decisions. Using several detailed examples of recent major acquisitions and through his masterful integration and extension of techniques from finance and business strategy, Sirower reveals: The unique business gamble that acquisitions represent The managerial challenges already embedded in current stock prices The competitive conditions that must be met and the organizational cornerstones that must be in place for any possibility of synergy The precise Required Performance Improvements (RPIs) implicitly embedded in acquisition premiums and the reasons why these RPIs normally dwarf realistic performance gains The seductiveness and danger of sophisticated valuation models so often used by advisers The Synergy Trap is the first exposé of its kind to prove that the tendency of managers to succumb to the up the ante philosophy in acquisitions often leads to disastrous ends for their shareholders. Sirower shows that companies must meticulously plan -- and account for huge uncertainties -- before deciding to enter the acquisition game. To date, Sirower's work is the most comprehensive and rigorous, yet practical, analysis of the drivers of acquisition performance. This definitive book will become required reading for managers, corporate directors, consultants, investors, bankers, and academics involved in the mergers and acquisitions arena.

Applying Business Capabilities in a Corporate Buyer M&A Process Andreas Freitag, 2014-10-01 As a first step towards applying Enterprise Architecture Management (EAM) in Mergers and Acquisitions (M&A), Andreas Freitag investigates the end-to-end applicability of business capabilities in the M&A process of a corporate buyer organization. Enterprises still struggle to manage M&A efficiently. A significant number of merger projects do not reach the expected goals or fail completely. Therefore, companies attempt to improve their M&A capability by establishing the required skills, organization, processes and methods. EAM is an approach for business and IT planning, promising to contribute to the success of business transformation challenges such as M&A. Business capability models are an essential element of a state of the art EAM approach. They are frequently used as a starting point to work collaboratively with business and IT stakeholders.

Buying, Selling, and Valuing Financial Practices David Grau, Sr., 2016-08-12 The Authoritative M&A Guide for Financial Advisors Buying, Selling, & Valuing Financial Practices shows you how to complete a sale or acquisition of a financial advisory practice and have both the buyer and seller walk away with the best possible terms.

From the first pages of this unique book, buyers and sellers and merger partners will find detailed information that separately addresses each of their needs, issues and concerns. From bestselling author and industry influencer David Grau Sr. JD, this masterful guide takes you from the important basics of valuation to the finer points of deal structuring, due diligence, and legal matters, with a depth of coverage and strategic guidance that puts you in another league when you enter the M&A space. Complete with valuable tools, worksheets, and checklists on a companion website, no other resource enables you to: Master the concepts of value and valuation and take this issue “off the table” early in the negotiation process Utilize advanced deal structuring techniques including seller and bank financing strategies Understand how to acquire a book, practice or business based on how it was built, and what it is capable of delivering in the years to come Navigate the complexities of this highly-regulated profession to achieve consistently great results whether buying, selling, or merging Buying, Selling, & Valuing Financial Practices will ensure that you manage your M&A transaction properly and professionally, aided with the most powerful set of tools available anywhere in the industry, all designed to create a transaction where everyone wins—buyer, seller, and clients.

Buyouts Scott D Miller, 2012-07-09 The definitive guide to best practices for mastering techniques of the insider-led transition planning A must have book for business owners, key employees, and their advisors who need to be aware of the full spectrum of succession options, Buyouts provides objectives, advice, steps, and a host of examples on the full spectrum of insider-led buyouts. A road map for CPAs, it presents the parameters for many of the major industry segments, techniques for managing risk, providing retention and performance incentives for key personnel and insights into getting deals financed. Features advice and examples of insider led buyouts Essential guidance on succession options for business owners, key employees, and their advisors The 411 on selling your company for a fair price, maintaining control over the process, and realizing lifelong goals Transition planning is becoming a hot business topic as millions of business owners head into retirement. The fact is that only a limited number of privately held companies will be successfully sold to third parties. A road map for CPAs, Buyouts presents the parameters for many of the major industry segments, techniques for managing risk, providing retention and performance incentives for key personnel, as well as insights into getting deals financed.

The Law and Economics of Takeovers Athanasios Koulouridas, 2008-05-19 This book studies takeovers from the acquirer's perspective. More precisely the book focuses on the legal and regulatory treatment of the risks faced by the acquiring company shareholders in takeovers. The identified risks are categorised into two main groups: first, risks generated by managerial choices and second, regulatory or external risks. The analysis considers the legal context but also draws on the economic literature, seeking to map the area under consideration and to suggest measures to improve the present position from both a law and economics perspective. More specifically, the book examines various methods of protecting the acquiring shareholders against value-decreasing or self-interested acquisitions, such as the class transaction rules, fiduciary duties, the acquiring directors' responsibilities under the Takeover Code, the court scheme procedure, the role of institutional shareholders and reward strategies, and methods of making the acquiring directors more exposed to the discipline of the market. The effects of the choice of the medium of payment are also covered. In addition, it covers the Code's position with regard to auction situations and seeks to identify ways of addressing the acquiring shareholders' interests in auctions, including auctions where buyout teams or white knights are involved. Moreover it identifies situations where deviations from horizontal equality rules, which increase takeover premia, are or should be recognised. To that effect the Code's rules on mandatory bids, the determination of the price and the form of payment offered, partial offers and squeeze outs are considered. In addition, it covers the Code's position with regards to auction situations and seeks to identify ways of addressing the acquiring shareholders' interests in auctions, including auctions where buyout teams or White Knights are involved. Moreover it identifies situations where deviations from horizontal equality rules, which increase takeover premia, are or should be recognised. To that effect the Code's rules on mandatory bids, the determination of the price and the form of payment offered, partial offers and squeeze outs are considered. The analysis covers both hostile and friendly situations. In relation to hostile takeovers, the legal and regulatory framework of toehold strategies is analysed (Code's requirements, Disclosure Rules and Companies Act disclosure requirements etc). Market Abuse issues in relation to stake building are also highlighted. In relation to friendly takeovers the operation of lock-up agreements and break fees (Code's requirements, fiduciary law, financial assistance and other contract law concerns), is also explored. Finally, the Panel's position on adverse changes, pre-conditions and conditions which the offer can be subject to and the bidder's exposure to Material Adverse Change risk are assessed. The book discusses developments in the area under consideration including the Takeover Code regime after the implementation of the Takeover Directive and the Companies Act 2006.

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