

Acquisition Essentials: A step-by-step guide to smarter deals (Financial Times Series)

By Denzil Rankine, Peter Howson

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The comprehensive and crystal-clear companion to making the right acquisition decisions and executing them well:

- Acquisition is the most powerful corporate development tool available to companies and will therefore always be on the business agenda.
- Very practical and easy to follow: diagrams, checklists and case studies throughout.
- The authors have an accessible style and approach
- *The Audience:* High level entrepreneurs, senior executives, directors, and business strategists.
- Updates include: new and updated case studies, analysis of different types of company and how this could affect the transaction, a guide to working with external advisors.

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Editorial Review

From the Back Cover

“Straightforward, comprehensive and clear – an excellent guide to this complex topic.” Russell Taylor, CEO ITE plc

Very few of the world’s top businesses have got to where they are without acquisitions, but how should you approach such a risky decision?

Step-by-step, this book explains the principles and practices of successful mergers and acquisitions: from identifying the target at the start to integrating the acquired business at the end. Helping you to make sounder judgments and sharper decisions, this book will guide you through the five key phases of an acquisition:

- Strategic and acquisition planning
- Acquisition target evaluation
- Deal management
- Integration management
- Corporate development

***Acquisition Essentials*is here to help you make the critical decisions and meet the critical challenges of M&A with speed and confidence.**

About the Author
Denzil Rankine is chief executive and founder of AMR International, which has offices in London, Frankfurt and New York. Denzil has advised on agreed and hostile acquisitions and private equity transactions with values ranging up to $2 bn. Denzil is the author of four books on Mergers & Acquisitions. Peter Howson is a director of AMR International, and has over 25 years' experience of M&A and business development both in industry and as an advisor. He is a qualified accountant and has an MBA from Manchester Business School.

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