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Mastering The Merger Four Critical

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They are the authors of the forthcoming book Mastering the Merger: Four Critical Decisions That Make or Break the Deal (Harvard Business School Press), from which this article was adapted.

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And rather than wasting time on excessive number crunching, they implement a highly disciplined dealmaking process focused on four key imperatives: Invest with a sound thesis Ask and answer the big questions in due diligence Integrate quickly where it matters Develop contingency plans for the ...

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to Mastering the Merger: Four Critical Decisions That Make or Break the Deal. Maria Orozco is a manager and Cristina Botero is a consultant in Bridgespan's New York City office. Tags Boards, Community Foundations, Human Resources, Marketing & Communication, Mergers, Partnerships, Recession, Strategic Planning, Transparency. Free Weekly ...

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In Mastering the Merger , David Harding and Sam Rovit argue that a laserlike focus on just four key

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imperatives--before executives finalize the deal--can dramatically improve the odds of M&A success.

Mastering the Merger: Four Critical Decisions That Make or ...

We use the term “M&A” to refer to either a merger or an acquisition event from which a company is moving forward. 2. D. Harding and S. Rovit, “Mastering the Merger: Four Critical Decisions That Make or Break the Deal” (Boston: Harvard Business School Press, 2004).

6 Steps to (Re)Building a Top Management Team

ClIct

ClIct

The authors assert that it is possible to master the merger by responding effectively to four critical questions. This chapter introduces those questions and lays out the intent and structure of the book. This chapter is excerpted from 'Mastering the Merger: Four Critical Decisions That Make or Break the Deal'.

Introduction: Mastering the Merger | The Case Centre

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