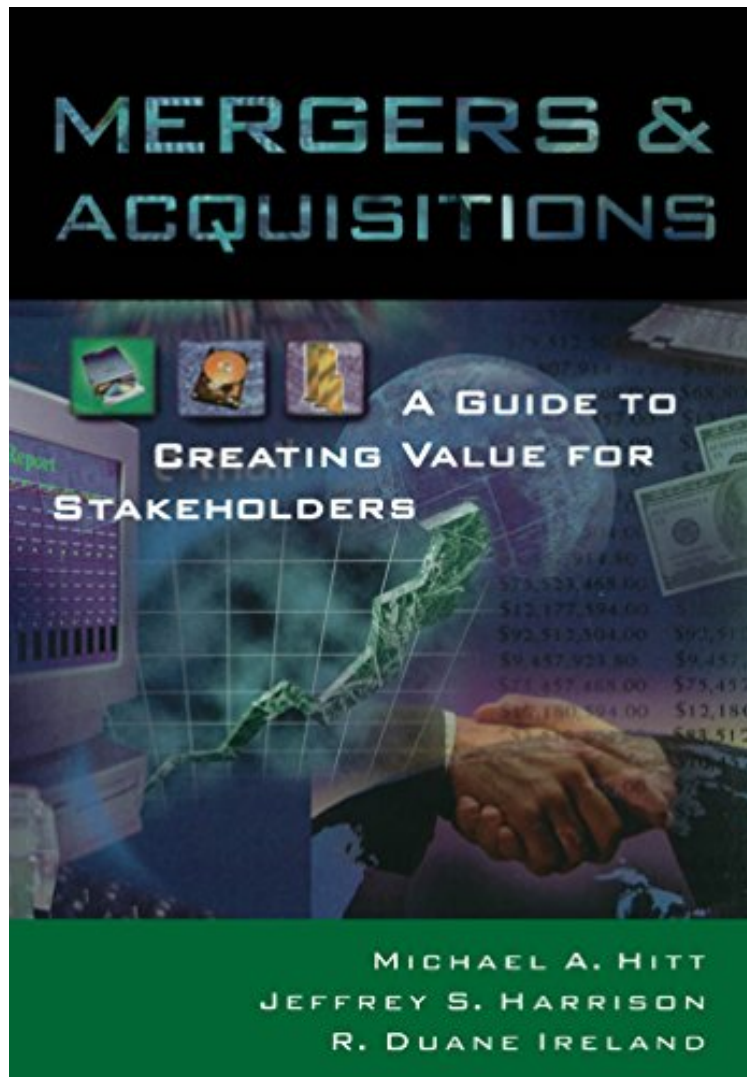


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Mergers Acquisitions: A Guide to Creating Value for Stakeholders

Michael A. Hitt, Jeffrey S. Harrison, R. Duane Ireland
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Michael A. Hitt, Jeffrey S. Harrison, R. Duane Ireland : Mergers Acquisitions: A Guide to Creating Value for Stakeholders before purchasing it in order to gage whether or not it would be worth my time, and all praised Mergers Acquisitions: A Guide to Creating Value for Stakeholders:

In 1999, MCI WorldComm and Sprint agreed to merge. Valued at \$129 billion, this expected transaction was the largest in history. However, it fell victim to regulators in Europe concerned with the potential monopoly power of the merged firm. This MA action was merely the latest in a growing trend of "blockbuster" mergers over the past several years. Once a phenomenon seen primarily in the United States, mergers and acquisitions are increasingly being

pursued across national boundaries. In short, acquisition strategies are among the most important corporate-level strategies in the new millennium. The need for clear, complete, and up-to-date guide to successful mergers and acquisitions had never been greater. This book more than fills that need. Looking at successful--and unsuccessful--mergers and acquisitions in a number of different industries, *Mergers and Acquisitions: A Guide to Creating Value* explains how to conduct an acquisition and how to avoid pitfalls that have doomed many such ventures. The authors take the reader step-by-step through the process, starting with the elements of a successful merger, due diligence to ensure that the target firm is sound and fits well with the acquiring firm, and how mergers and acquisitions are financed. They move on to explore how firms find partners/targets for acquisitions that have complementary resources and how to find partners with which integration and synergy can be achieved. Finally, they discuss the potential hazards found in MA's and how to avoid them, how to conduct successful cross-border acquisitions, and how to ensure that ethical principles aren't breached during the process. Based on 15 years of research, this essential guide goes beyond specific case studies to cover all aspects of these ventures, making it required reading for all managers seeking to build a successful strategy.

"A nice book that combines practical advice and academic rigor to a survey of creating value through M&A."--
Sidney Finkelstein, Professor of Strategy and Leadership, Dartmouth University
About the Author
Michael A. Hitt holds the Weatherup/Overby Chair of Executive Leadership at Arizona State University. He is co-author, with Richard E. Hoskisson, of *Downsizing: How to Tame the Diversified Firm* (OUP 1994). Jeffrey S. Harrison is Professor of Management in the College of Business Administration at the University of Central Florida. R. Duane Ireland holds the W. David Robbins Chair of Business Policy in the E. Claiborne Robins School of Business at the University of Richmond. Along with Mike Hitt and Richard Hoskisson, he is co-author of *Strategic Management: Competitiveness and Globalization*.