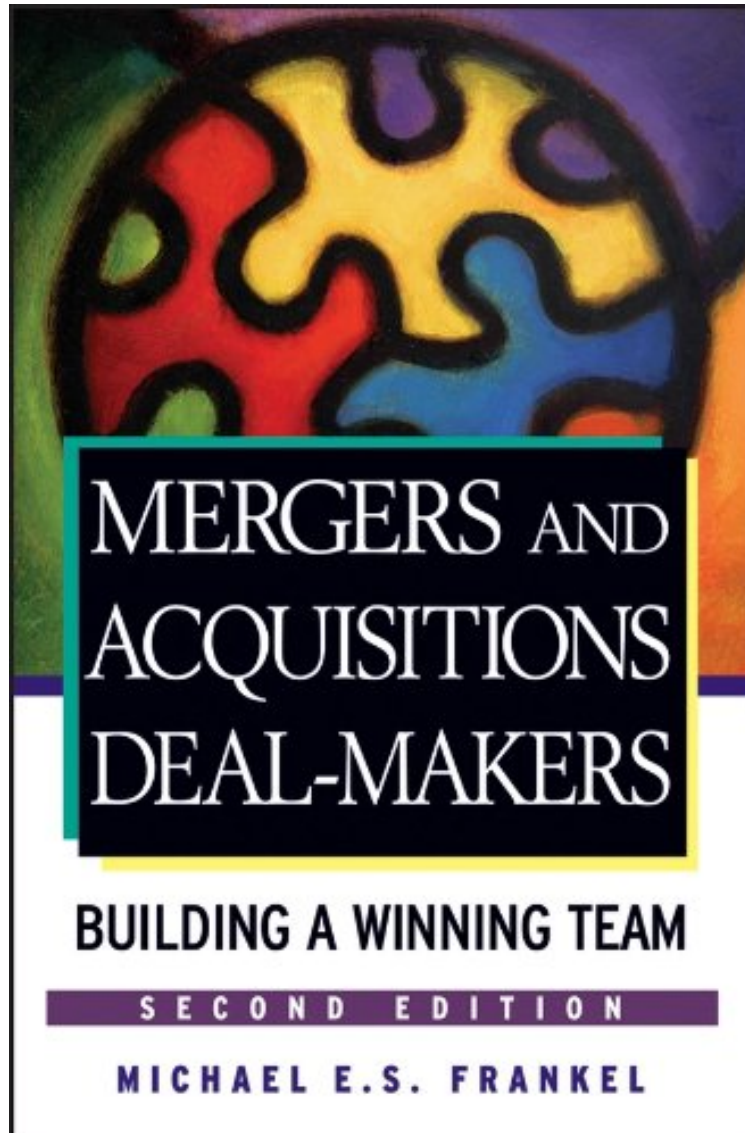


(Download) Mergers and Acquisitions Deal-Makers: Building a Winning Team

## Mergers and Acquisitions Deal-Makers: Building a Winning Team

*Michael E. S. Frankel*

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**Michael E. S. Frankel : Mergers and Acquisitions Deal-Makers: Building a Winning Team** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Mergers and Acquisitions Deal-Makers: Building a Winning Team:

0 of 0 people found the following review helpful. Basically a philosophy MBA textbook, do NOT read on a kindleBy James RoachI jumped at the chance to read this book when I saw all the positive reviews, not recognizing that this book is basically a conceptual look at the fundamental layers in an MA acquisition, with only peripheral examinations of real-life mergers as examples. Basically, it's a business school textbook, probably even more of an one for non-

business majors with limited work experience. The subject matter covered is not uninteresting but is certainly fundamental. I was looking for more of a storyline approach, something similar to *Barbarians At the Gate* that frame a key Strategic Transaction in the context of real-life example, citing key drivers, milestones, executive decision-making processes, etc. Not the case. Also, DO NOT read this on a kindle. There are a bunch of flowcharts, diagrams, matrices, etc. that are completely unreadable. 1 of 1 people found the following review helpful. Interested general readers and lawyers

By Customer

The uniqueness of Frankel's book is in sharing with readers an in-depth, multi-dimensional picture of the merger and acquisition process. It is almost like a written video. The book is extremely well researched. It's assertions are documented. General statements are backed by statistical data and graphic presentations, and replete with examples, some of the author's own experience. Most importantly, the book weaves into the "hard facts" the "soft, human considerations," such as motivations, and biases that ignore important facts and conclusions. Thus the book leads the reader through the internal processes of both buyers and sellers, from broad conceptual decision-making to necessary specific custom-made written internal documents. The discussion mirrors intellectual considerations and brings alive the people who are involved in the process, showing a thorough understanding of the emotional, non-rational but natural and self-survival pressures. Instead of biases one may call these factors the driving forces that are there and must be understood and considered. Frankel touches on situations that would not seem as important as they truly are, such as confidentiality agreements and the impact of publicity at the various stages of the process. Thus, the pictures which emerge are rich and real. And this is done in a unique style: readable, elegant and engaging, and replete with graphic demonstrations. Frankel's book can save beginning deal makers and deal experts the grief of unnecessary bad experiences. It can save more seasoned superiors the time and attention of doing what the book does for the reader. "Understanding the power structure within the corporation is necessary to understand not only "the corporation" but also the power shifts during the dealing process. General readers, curious to know how deals are made, may enjoy this book too. 1 of 1 people found the following review helpful. MA

By Dr. B.

As an economist who has worked on MA issues from both product market and capital market perspectives, I have found that most books on these issues never get around to discussing the mission-critical human aspects. Michael Frankel's book fills this gap admirably. Mr. Frankel's command over the facts is impeccable; but what I found even more impressive was the thought-provoking nature of his book. If you are looking for a light easy read, this is not your book... If you are interested in MA, whether as an investment banker, analyst or in any other capacity, I would strongly suggest that you read the book as soon as possible.

A behind-the-scenes look at the underlying roles of each player in a mergers and acquisitions transaction

### Mergers and Acquisitions Dealmaker

explores the roles of the buyers and sellers involved in mergers and acquisitions as well as executive management, line management, and the corporate development team. Now in a second edition, this book provides readers with a "behind the scenes" look into the roles, approaches, and motivations of each key player in a strategic transaction, and provides strategies on building a successful team. Providing a unique insight into the various professionals that drive mergers and acquisitions, *Mergers and Acquisitions Dealmakers* is a valuable reference destined to become essential reading for anyone trying to understand how mergers and acquisitions actually work.

Michael E.S. Frankel (Chicago, IL) is a seasoned corporate development executive with extensive experience in mergers and acquisitions, corporate strategy, and business development transactions. He has led over 100 transactions and has worked on hundreds more. He has executed transactions as an attorney, investment banker, and corporate development officer for VeriSign, GE Capital, and IRI, where he currently heads corporate development.

"hellip; is an excellent reference for finance officers, with specific advise for them on all aspects of MA.." (Accounting Today; Sept 24-Oct 7, 2007)

### From the Inside Flap

### Mergers and Acquisitions Deal-makers Building a Winning Team

Second Edition

Countless mergers take place every year, giving the impressiondash; on paper, at leastdash; of making sound financial and strategic sense, yet many disintegrate or fail to meet expectations because the crucial strategic element of understanding the actual players, their agendas, and biases is often neglected or overlooked. *Mergers and Acquisitions Deal-Makers: Building a Winning Team, Second Edition* takes you behind the scenes of strategic transactions to keep you one step ahead of all the players and make the deal happen. Drawing from author Michael Frankel's unique experience working with companies in the process of merging, he provides an insider's look, complete with the pitfalls as well as the best practices, of all the playersdash; from the buyers and the sellers, to the institutional shareholders, to private investorsdash; with insights on how to work smart with each player as well as the economic and incentive models that drive each one. Premised on the idea that the individual players in a merger are the key to understanding the deal, *Mergers and Acquisitions Deal-Makers: Building a Winning Team, Second Edition* begins by discussing the buyer and seller as unified entities, then peels back the legal facedil;ade at the deal table to reveal the individuals behind the details, including:

- Executive management
- In-house corporate development
- Line management
- Board of directors
- Equity holders
- Private investors
- Lawyers and investment bankers

Equally valuable reading for deal specialists who carry out strategic transactions for a living as well as for business people who encounter mergers and acquisitions on occasion and simply want to understand how they work, *Mergers and*

Acquisitions Deal-Makers: Building a Winning Team, Second Edition gives you straight talk on leveraging the most important component of the deal: the players, how they work, and how to effectively manage them. About the Author Michael E. S. Frankel has led and negotiated over ninety acquisitions, equity investments, and other strategic transactions as a corporate development officer, investment banker, and attorney. He is the author of Mergers and Acquisitions Basics (Wiley) and is a frequent speaker on MA and Strategic Transactions. He currently serves as Executive Vice President of Corporate Development and Strategy at Information Resources, Inc. (IRI). Prior to joining IRI, Frankel served as vice president of business development at GE Capital. He has also held positions as vice president of corporate development at VeriSign, where his team completed ten acquisitions and twenty equity investments, and as vice president in the investment banking group of Merrill Lynch, where he worked on a variety of acquisitions, IPOs, and other public market transactions including the IPO of UPS. He has also worked as an associate with Skadden, Arps, Slate, Meagher Flom and as manager of international strategy at the Chicago Mercantile Exchange. He has a BA, MA, JD, and MBA from the University of Chicago.