



Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis

By Peter Clark, Roger Mills

Download now

Read Online ➔

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills

In *Masterminding the Deal*, Peter Clark and Roger Mills, both financial experts experienced in the M&A field, examine past mergers and analyze performance in two critical areas —the identification of critical characteristics and attributes separating more successful mergers from the rest, and the synergy benefits — expenses, revenues, tax — that ensure maximum rewards. From this analysis they draw some conclusions and go on to identify seven key principles for merger success.

“The main objective of this book is to clear away a vast amount of past deficient analysis and to retrieve and reorganize what is of value in evaluating merger success and failure, using tough-minded criteria implanted in current finance,” says Bill Weinstein in the foreword.

The authors offer an action plan for the boards and executives involved in acquisitions, covering the questions of central importance: which target types to pursue and which to avoid, when to act, how much to pay and, uniquely, how to determine whether the deal is successful. Their intention is to assist companies in the M&A process and to avoid merger underperformance.

↓ [Download Masterminding the Deal: Breakthroughs in M&A Strat ...pdf](#)

📄 [Read Online Masterminding the Deal: Breakthroughs in M&A Str ...pdf](#)

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis

By Peter Clark, Roger Mills

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills

In *Masterminding the Deal*, Peter Clark and Roger Mills, both financial experts experienced in the M&A field, examine past mergers and analyze performance in two critical areas —the identification of critical characteristics and attributes separating more successful mergers from the rest, and the synergy benefits — expenses, revenues, tax — that ensure maximum rewards. From this analysis they draw some conclusions and go on to identify seven key principles for merger success.

“The main objective of this book is to clear away a vast amount of past deficient analysis and to retrieve and reorganize what is of value in evaluating merger success and failure, using tough-minded criteria implanted in current finance,” says Bill Weinstein in the foreword.

The authors offer an action plan for the boards and executives involved in acquisitions, covering the questions of central importance: which target types to pursue and which to avoid, when to act, how much to pay and, uniquely, how to determine whether the deal is successful. Their intention is to assist companies in the M&A process and to avoid merger underperformance.

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills
Bibliography

- Sales Rank: #1888292 in Books
- Brand: Brand: Kogan Page
- Published on: 2013-08-28
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .73" w x 6.00" l, 1.15 pounds
- Binding: Paperback
- 344 pages



[Download Masterminding the Deal: Breakthroughs in M&A Strat ...pdf](#)



[Read Online Masterminding the Deal: Breakthroughs in M&A Str ...pdf](#)

Download and Read Free Online Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills

Editorial Review

Review

"*Masterminding The Deal* is a great tool to improve merger success. It starts with a very insightful analysis of why so many past mergers have failed, and then presents a very practical guidebook to help companies realistically appraise a deal's chance of success and to identify ways to improve their chances of making a successful acquisition."

(Stephen F. O'Byrne, President *Shareholder Value Advisors Inc.*)

"Peter Clark and Roger Mills's book demonstrates the need to go beyond the hyperbole of M&A and to test the efficiency claims made."

(Nils von Hinten Reed, Partner *CEG Europe*)

"[B]oth a guidebook for corporate boards and executives and a research tool for investors...A book that more deal-chasers should read."

(Brenda Jubin *Investing.com*)

"For a long time we have read about the failure rates of M&As. We have also been on the receiving end of explanations of the reasons for failure. These have tended to be generic and rather high level - not usually helpful to practitioners! *Masterminding the Deal* presents us with a practical framework for examining potential deals and identifying areas that need to be addressed. This book combines the rigorous analysis of past cases with relevance to practitioners."

(Professor Malcolm Higgs *Director of the Southampton Management School*)

M&A practitioners; students of finance (particularly investment, corporate valuation, and mergers & acquisitions); merger intermediaries, deal instigators and advisors (bankers, lawyers, investment funds)

"Most swings are strikes, marriages end in divorce, and exploratory wells are dry holes. And yet batters continue to go to the plate, lovers to the altar, and wildcatters to new basins and fields. *Masterminding the Deal* gives M&A dealmakers cause for continued bullishness."

(Justin Pettit, Vice President *IHS*)

About the Author

Peter J Clark is a management consultant and company advisor with his own international firm. He is also Senior Teaching Fellow at University College London with the Department of Management Science and Innovation, where he teaches finance and M&A. Peter has more than 20 years' experience in M&A including target search, bid-sale advisory and merger divestiture strategy, involving more than \$3bn in transactions. One of his previous books, *Beyond the Deal*, received mention as a book of the month by the Wall Street Journal.

Rogers W Mills is an advisor to companies, banks, investors and sovereign-focused organizations. He has significant expertise in financial strategy, mergers, acquisitions and joint ventures, IPOs and related areas of

corporate value improvement. He is Emeritus Professor of Finance and Accounting at Henley Business School, University of Reading, and most recently was Professor of Fundamental Analysis and Business Valuation at the VU University in Amsterdam.

Users Review

From reader reviews:

Anita Jones:

The book Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis make you feel enjoy for your spare time. You can use to make your capable far more increase. Book can to be your best friend when you getting stress or having big problem with the subject. If you can make reading a book Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis for being your habit, you can get a lot more advantages, like add your personal capable, increase your knowledge about a few or all subjects. You could know everything if you like open up and read a book Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis. Kinds of book are several. It means that, science reserve or encyclopedia or other folks. So , how do you think about this book?

Corinna Edwards:

Many people spending their time frame by playing outside having friends, fun activity using family or just watching TV the entire day. You can have new activity to enjoy your whole day by examining a book. Ugh, think reading a book can actually hard because you have to accept the book everywhere? It ok you can have the e-book, bringing everywhere you want in your Touch screen phone. Like Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis which is keeping the e-book version. So , try out this book? Let's find.

Shirley Nichols:

This Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis is brand new way for you who has intense curiosity to look for some information as it relief your hunger of knowledge. Getting deeper you in it getting knowledge more you know otherwise you who still having tiny amount of digest in reading this Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis can be the light food for you personally because the information inside this specific book is easy to get by anyone. These books develop itself in the form that is certainly reachable by anyone, sure I mean in the e-book contact form. People who think that in guide form make them feel tired even dizzy this book is the answer. So there isn't any in reading a guide especially this one. You can find actually looking for. It should be here for a person. So , don't miss that! Just read this e-book sort for your better life as well as knowledge.

Gary Carter:

What is your hobby? Have you heard in which question when you got pupils? We believe that that question was given by teacher on their students. Many kinds of hobby, All people has different hobby. Therefore you know that little person such as reading or as looking at become their hobby. You need to understand that

reading is very important and book as to be the matter. Book is important thing to increase you knowledge, except your own personal teacher or lecturer. You discover good news or update with regards to something by book. A substantial number of sorts of books that can you take to be your object. One of them are these claims Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis.

**Download and Read Online Masterminding the Deal:
Breakthroughs in M&A Strategy and Analysis By Peter Clark,
Roger Mills #0R369HBQWG4**

Read Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills for online ebook

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills books to read online.

Online Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills ebook PDF download

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills Doc

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills Mobipocket

Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills EPub

0R369HBQWG4: Masterminding the Deal: Breakthroughs in M&A Strategy and Analysis By Peter Clark, Roger Mills