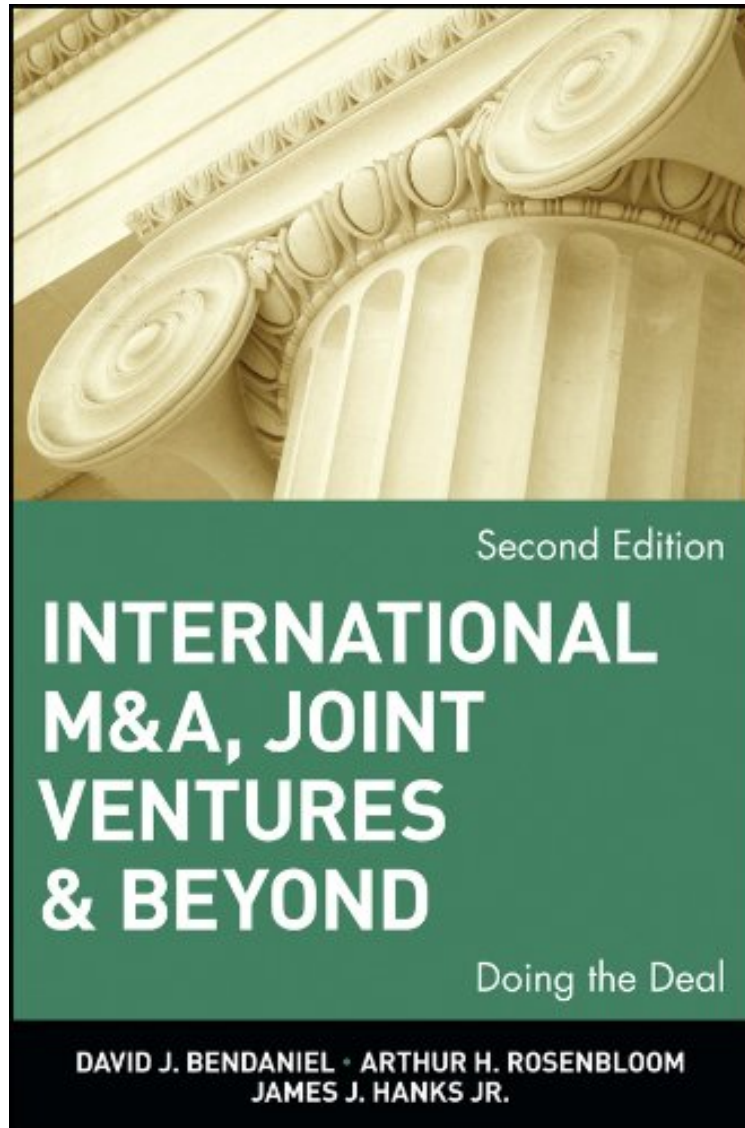


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International MA, Joint Ventures and Beyond: Doing the Deal

David J. BenDaniel, Arthur H. Rosenbloom, James J. Hanks
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"By assembling the highly focused works of more than two dozen businessmen, lawyers, accountants, investment bankers, consultants, and experts in such fields as risk management and human resources, BenDaniel and Rosenbloom seamlessly illuminate a complex subject."-Paul E. Graf, President and CEO, Axel Johnson Inc. This fully revised Second Edition shows readers how to find, analyze, structure, and negotiate international deals.

From the PublisherInternational mergers and acquisitions are becoming commonplace in business, and financial and legal professionals involved are scrambling to learn every aspect of these intricate deals. This authoritative look at the international aspects of mergers and acquisitions brings readers up to speed on what they need to know about strategic planning, legalities, taxes, accounting, negotiations, pricing, and financing in a global marketplace.From the Inside FlapIncreasingly common in today's market, international mergers and acquisitions (MAs) are being sought by a growing number of companies looking to foster dynamic corporate development. These savvy businesses are reaching across international borders and trade barriers to target viable MA prospects. If the risks can be great, the rewards can be even greater. While thousands of corporations have taken this route, before you initiate an international MA venture of your own, it's essential to have a firm grasp of the complexities unique to these international deals. By focusing exclusively on the global aspects of MAs, this groundbreaking new resource, from a team of seasoned practitioners, gives you the expertise you need. In International MA, Joint Ventures and Beyond: Doing the Deal, you'll acquire the tools necessary to successfully navigate the potentially stormy seas of international deal making, project financing, and the intricacies of due diligence. First and foremost you'll learn to determine whether an international MA initiative is right for your company's overall business needs. If you decide that it is, you'll need to develop a strong, proactive plan to identify, contact, and ultimately convince potential MA candidates of the benefits of working with your company. David BenDaniel and Arthur Rosenbloom take you step-by-step through this crucial strategic process. They reveal the finer points of such key topics as closing at a price that will provide sufficient return on investments, negotiating an agreement that offers the best possible protection, and executing a well thought out posttransaction integration plan. With invaluable contributions from authorities at Baker McKenzie, Arthur Andersen, Corning, KPMG Peat Marwick, and other leading firms, International MA, Joint Ventures and Beyond: Doing the Deal includes checklists, real-world case studies, and in-depth coverage of: * Legal issues when acquiring non-U.S. enterprises * Accounting principles of international MAs * Tax aspects of inbound merger and acquisition and joint venture transactions * Government assistance in financing transactions * Risk management in cross-border agreements * Due diligence concerns and issues International MA, Joint Ventures and Beyond: Doing the Deal is a timely, accessible, and comprehensive resource for all who are involved in finding, analyzing, structuring, and negotiating these highly complex transactions.From the Back CoverIncreasingly common in today's market, international mergers and acquisitions (MAs) are being sought by a growing number of companies looking to foster dynamic corporate development. 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