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### Mastering The Merger Four Critical

Mastering the Merger is structured around the sequence of tasks that a firm is likely to take up before, during, and after a deal. It is focused on value: how to create it, how to avoid destroying it. Each chapter addresses one of the four decisions that a manager needs to take along the life cycle of a typical deal. How should he pick his target?

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Mastering the Merger An excerpt from the first chapter, "Four Critical Decisions That Make or Break the Deal." Success at deal making turns out to be no small feat. Dozens of studies have indicated that the odds of success for the classic, big-company acquisition of another big company are no more than about 30 percent.

### Mastering the Merger | Bain & Company

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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 ...

### **Mastering the Merger | Bain & Company**

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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**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**

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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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