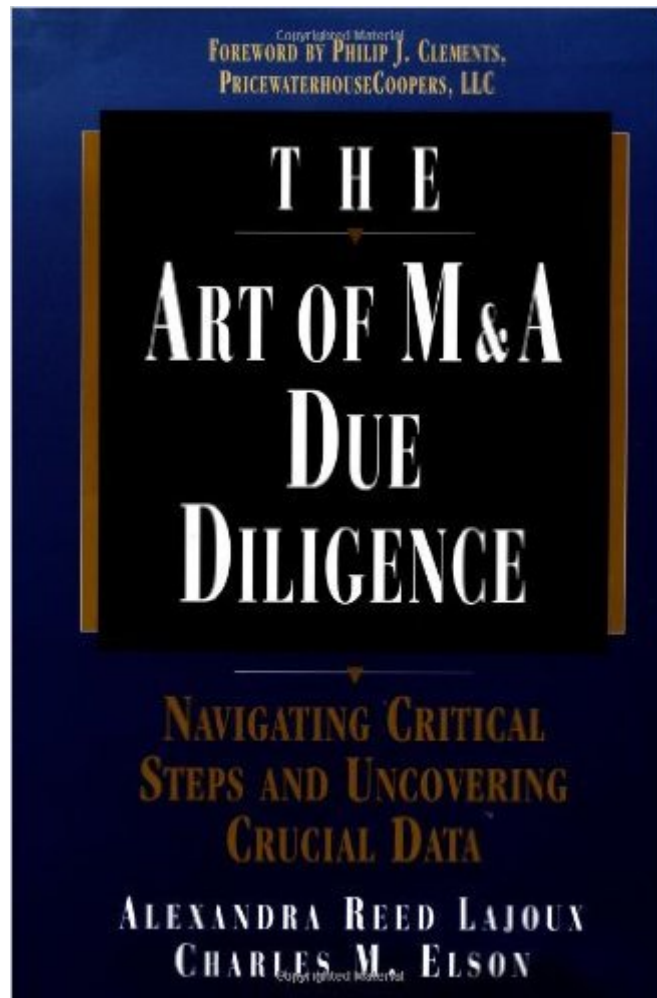


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The Art Of M&A Due Diligence



Synopsis

The coauthor of the bestselling *The Art of M&A: A Merger Acquisition Buyout Guide* is back with a question and answer resource that focuses on the most critical steps in the M&A process. Drawing on the experience of 100 experts, Lajoux shows non-lawyers how to navigate due diligence and how to uncover data that can break a deal. Featuring global perspectives and special insights for small businesses, manufacturers, and service companies, this primer is essential for everyone involved in M&As.

Book Information

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Customer Reviews

When purchasing a company you need to know what to look for and where to look for it and what it is you are looking at when you get the information you asked for. If you are selling your company you need to know what someone SHOULD be looking for, where they will look for it, and the kinds of conclusions they should be drawing from what they are seeing. This book is an incredibly valuable resource in this process. It is organized very logically and is a series of questions and answers so you can hop around to the information you need for the moment. However, it is also written in such a lively manner that it is easy to read from beginning to end. I happen to be fascinated by this topic and think this is an incredibly helpful handbook. I think that the way you conduct due diligence says a lot about your chances of success with an acquisition. And I also think that if someone is trying to buy you, you can tell a lot about them by what they want to know and the conclusions they draw

from what they see. In either case it behooves you to invest time and a couple of books in a book like this. Well, in this book.

Alexandra Reed LaJoux has done it again. Her most recent book on "The Art of M&A Due Diligence" is a valuable tool for the seasoned practitioner as well as the neophyte. She and her co-author Charles Elson effectively combine the big picture with relevant detail so that the reader has a clear understanding of not only the critical concepts but of the process of "due diligence." I found the chapter dedicated to "transactional due diligence" particularly useful. I would recommend this book to anyone serious about transactional work, either as a lawyer, investment banker, or businessperson.

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