

# Merger Mania

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**Oversight Hearing on Mergers and Acquisitions** United States. Congress. House. Committee on Banking, Finance, and Urban Affairs. Subcommittee on Economic Stabilization 1987

**Investment Analysis & Portfolio Management** Frank K. Reilly 2019-11-19 This first Asia-Pacific edition of Reilly/Brown's Investment Analysis and Portfolio Management builds on the authors' strong reputations for combining solid theory with practical application and has been developed especially for courses across the Australia, New Zealand, and Asia-Pacific regions. The real-world illustrations and hands-on activities enhance an already rigorous, empirical approach to topics such as investment instruments, capital markets, behavioural finance, hedge funds, and international investment. The text also emphasises how investment practice and theory are influenced by globalisation.

**The Bank Merger Wave** Gary Dymksi 1999 The merger-mania of the 1990s has seen half of all US banks in operation at the end of the 1970 disappear. This study shows that it is not operating efficiencies driving the mergers, and that consolidation may have effects contrary to consumer and non-financial business interests.

**North American Railroad Family Trees** Brian Solomon 2013-10-20 "Illustrated history of the North American Railroad industry's mergers and acquisitions illustrated with historical photography and 50 specially commissioned maps and line diagrams charting that evolution"-Provided by publisher.

**Rail Merger Legislation** United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly 1962

**Wealth Creation in the World's Largest Mergers and Acquisitions** B. Rajesh Kumar 2018-11-29 This book highlights research-based case studies in order to analyze the wealth created in the world's largest mergers and acquisitions (M&A). This book encourages cross fertilization in theory building and applied research by examining the links between M&A and wealth creation. Each chapter covers a specific case and offers a focused clinical examination of the entire lifecycle of M&A for each mega deal, exploring all aspects of the process. The success of M&A are analyzed through two main research approaches: event studies and financial performance analyses. The event studies examine the abnormal returns to the shareholders in the period surrounding the merger announcement. The financial performance studies examine the reported financial results of acquirers before and after the acquisition to see whether financial performance has improved after merger. The relation between method of payment, premium paid and stock returns are examined. The chapters also discuss synergies of the deal-cost and revenue synergies. Mergers and acquisitions represent a major force in modern financial and economic environment. Whether in times of boom or bust, M&As have emerged as a compelling strategy for growth. The biggest companies of modern day have all taken form through a series of restructuring activities like multiple mergers. Acquisitions continue to remain as the quickest route companies take to operate in new markets and to add new capabilities and resources. The cases covered in this book highlights high profile M&As and focuses on the wealth creation for shareholders of acquirer and target firms as a financial assessment of the merger's success. The book should be useful for finance professionals, corporate planners, strategists, and managers.

**Mergers** Patrick A. Gaughan 2005-05-20 A powerful guide for seeking out the best acquisition and mergertargets As increasingly more companies look to mergers and acquisitions(M&As) as a source of new growth and revenue, there is an evengreater chance that these M&As will go bad. This insightfulguide focuses on one of the most often debated and key issues inmergers and acquisitions-why some deals fail miserably and whyothers prosper. It provides a complete road map for what potentialbuyers should look for when picking a target and whatcharacteristics of sellers they should steer clear of, as well aspitfalls to avoid during the M&A process. Real-world examplesare provided of high-profile failures-Quaker Oats, United Airlines,Sears, and Mattel-and high-profile successes-General Electric andCisco. Patrick A. Gaughan (New York, NY) is President of EconomatrixResearch Associates and a professor of Economics and Finance at theCollege of Business, Fairleigh Dickinson University. He is activelyengaged in the practice of business valuations for mergers andacquisitions, as well as other related applications.

**Merger Delusion** Peter F. Trent 2012 Powerless under the country's constitution, Canadian municipal governments often find themselves in conflict with their provincial masters. In 2002, the Province of Quebec forcibly merged all cities on the Island of Montreal into a single municipality - a decision that was partially reversed in 2006. The first book-length study of the series of mergers imposed by the Parti Québécois government,The Merger Delusionis a sharp and insightful critique by a key player in anti-merger politics. Peter Trent, mayor of the City of Westmount, Quebec, foresaw the numerous financial and institutional problems posed by amalgamating municipalities into megacities. Here, he presents a stirring and detailed account of the battle he led against the provincial government, the City of Montreal, the Board of Trade, and many of his former colleagues. Describing how he took the struggle all the way to the Supreme Court of Canada, Trent demonstrates the ways in which de-mergers resonated with voters and eventually helped the Quebec Liberal Party win the 2003 provincial election. As the cost and pitfalls of forced mergers become clearer in hindsight,The Merger Delusionrecounts a compelling case study with broad implications for cities across the globe.

**Forum for Applied Research and Public Policy** 1988

**An American Sickness** Elisabeth Rosenthal 2018-03-13 A New York Times bestseller/Washington Post Notable Book of 2017/NPR Best Books of 2017/Wall Street Journal Best Books of 2017 "This book will serve as the definitive guide to the past and future of health care in America."—Siddhartha Mukherjee, Pulitzer Prize-winning author of The Emperor of All Maladies and The Gene At a moment of drastic political upheaval, An American Sickness is a shocking investigation into our dysfunctional healthcare system - and offers practical solutions to its myriad problems. In these troubled times, perhaps no institution has unraveled more quickly and more completely than American medicine. In only a few decades, the medical system has been overrun by organizations seeking to exploit for profit the trust that vulnerable and sick Americans place in their healthcare. Our politicians have proven themselves either unwilling or incapable of reining in the increasingly outrageous costs faced by patients, and market-based solutions only seem to funnel larger and larger sums of our money into the hands of corporations. Impossibly high insurance premiums and inexplicably large bills have become facts of life; fatalism has set in. Very quickly Americans have been made to accept paying more for less. How did things get so bad so fast? Breaking down this monolithic business into the individual industries—the hospitals, doctors, insurance companies, and drug manufacturers—that together constitute our healthcare system, Rosenthal exposes the recent evolution of American medicine as never before. How did healthcare, the caring endeavor, become healthcare, the highly profitable industry? Hospital systems, which are managed by business executives, behave like predatory lenders, hounding patients and seizing their homes. Research charities are in bed with big pharmaceutical companies, which surreptitiously profit from the donations made by working people. Patients receive bills in code, from entrepreneurial doctors they never even saw. The system is in tatters, but we can fight back. Dr. Elisabeth Rosenthal doesn't just explain the symptoms, she diagnoses and treats the disease itself. In clear and practical terms, she spells out exactly how to decode medical doublespeak, avoid the pitfalls of the pharmaceuticals racket, and get the care you and your family deserve. She takes you inside the doctor-patient relationship and to hospital C-suites, explaining step-by-step the workings of a system badly lacking transparency. This is about what we can do, as individual patients, both to navigate the maze that is American healthcare and also to demand far-reaching reform. An American Sickness is the frontline defense against a healthcare system that no longer has our well-being at heart.

**Rail Merger Legislation** United States. Congress. Senate. Committee on the Judiciary 1962

**Joint Interim Hearing on Utility Merger Mania** California. Legislature. Senate. Committee on Energy and Public Utilities 1988

**Risk Arbitrage** Keith M. Moore 1999-09-06 Moore arms you with the full complement of sophisticated risk arbitrage techniques with which he has consistently realized substantial returns for his clients and himself."--BOOK JACKET.

**The MCI WorldCom/Sprint Merger** United States. Congress. Senate. Committee on the Judiciary 2001

**Managing Emotions in Mergers and Acquisitions** Verena Kusstatscher 2005-01-01 Just as mergers and acquisitions begin to take off once again, this book reminds us that the emotional side of business is often at

the heart of success and failure. With a terrific mix of case studies and in-depth conceptual thinking, Managing Emotions in Mergers and Acquisitions addresses the most fundamental of all issues in M&As how and why people sometimes disrupt the best merger plans, simply because they are, well, people. Sydney Finkelstein, Professor of Strategy and Leadership at the Tuck School at Dartmouth College, and author of Why Smart Executives Fail This is a very welcome addition to our knowledge on M&A process. This is an in-depth study on emotions, how these are effected due to M&A activity in two firms and how they influence the process itself. It helps us to understand, what emotions are? How we can deal with them? And, Why do M&As so often fail? It offers state-of-the-art knowledge on this complex phenomenon. The four cases present in depth and extremely rich insight into how emotions actually work and influence the success/failure in M&A process. In conclusion, it is a timely and innovative book which is a must read for anyone interested in mergers and acquisitions. Pervez Ghauri, University of Manchester, UK Research suggests that an increasing number of people experience organisational changes such as mergers and acquisitions as highly emotional life events. Indeed, given that, as the authors prove, 70% of all mergers and acquisitions fail to reach their initial goals largely because of neglected people issues, it is a must for every manager and M&A researcher to understand the emotional side of such change processes. This fascinating book explains how managerial behaviour and communication styles influence the emotions of employees and affect their readiness to contribute to a successful post-merger integration. It combines emotion theories from other disciplines with recent M&A findings, and offers practical implications through illustrative case studies. Academics and practitioners will find the combination of management literature with psychology and sociology literature of great interest.

**Stock Market Efficiency, Insider Dealing and Market Abuse** Paul Barnes 2016-04-01 The recent turbulence in the stock market has brought into question the way, and prices at which, shares are traded, and how the market effectively values companies. It has also raised public concern as to the way by which dealers and investors take advantage of changes in market prices. A number of high profile criminal prosecutions of insider dealing and market abuse and the frequent claims of other instances, combined with the changes in regulations resulting in a more aggressive and proactive stance by the various regulators, have brought the issue under the spotlight. This book discusses what makes stock market efficiency so important for the economy, looks at the theory and issues that underpin market abuse and why an offence often dismissed as a victimless crime is punished so severely. It explores the impact of perception and other factors that distort the market and outlines the extent of abuse. Regulators, lawyers, company officials, investigators, professional advisers and of course investors, both professional and otherwise will find this a helpful guide to the underlying elements of fraud and market manipulation.

**Merger Mania** Ivan F. Boesky 1985 A successful Wall Street financier explains the rules and strategies of betting on the outcome of corporate takeovers--strategies that have earned him more than two-hundred-million dollars

**Joint Interim Hearing on Utility Merger Mania** California. Legislature. Senate. Committee on Energy and Public Utilities 1988

**Merger Mania** Andrew Sancton 2000 Outside the United States, forced municipal mergers were a popular policy in many European countries and Canadian provinces during the 1960s and 1970s. The city of Laval, just north of Montreal, and the "unicity" of Winnipeg owe their origins to this period - both amalgamations failed to meet their original objectives. Despite the emergence of "public choice" theory - which justifies municipal fragmentation on market principles - some politicians and public servants in the 1990s have continued to advocate municipal amalgamations as a means of reducing public expenditure, particularly in Ontario. In Merger Mania Andrew Sancton demonstrates that this approach has generally not saved money. He examines the history of amalgamation, as well as studying recent forced municipal mergers in Halifax, Toronto, Ottawa, Hamilton, and Sudbury. In the concluding chapter he examines the case for municipal amalgamation on the Island of Montreal and argues that those who would abolish locally elected municipal councils are obligated to explain very carefully - especially in light of evidence to the contrary - exactly why they think such drastic measures are necessary. A compelling examination of a timely issue, Merger Mania is a must-read for anyone interested in the politics of city governments.

**Sport Finance** Gil Fried 2008 Sport Finance, Second Edition, grounds students in the real world of financial management in sport, showing them how to apply financial concepts and appreciate the importance of finance in sound sport management and operations. Designed for sport finance courses in a sport management curriculum, this text distinguishes the skills and principles of finance from those of economics. This second edition includes five case studies that are referred to throughout the book. These studies - in professional, college, private business, manufacturing, and not-for-profit settings - represent the breadth of the sport world where finance is a critical component of success. As an added benefit to instructors, several ancillary materials are included to make the topics more comprehensive to students.

**Merger Law Reform** United States. Congress. Senate. Committee on the Judiciary 1986

**Who Stole Our Market Economy?** A. Coskun Samli 2017-05-15 This book discusses the current landscape of our market economy, which is in the hands of financiers and billionaires who decrease competition as well as consumer power. In order for society to fully thrive and provide its members higher living standards and quality of life, it must distribute and deliver the fruits of the economic activity without discrimination and favoritism. This book exposes the real problem of economic inequality, poverty, and the elimination of the middle class and argues for a progressive market economy in the face of regressive conservatism. The author warns of business failures, rigid and unrealistic laws, widespread unemployment, and class warfare without a fair, functional system. Until action is taken to reverse this situation, our market economy will continue to be abused by the greedy and the powerful, stripping it of any potential for advancement and growth.

**Anatomy of a Merger** James C. Freund 1975 Anatomy of a Merger is a guide to handling a corporate acquisition negotiation successfully. Topics include the basic acquisition agreement; bargaining techniques applicable to substantive issues, and more.

**CPA Firm Mergers: Your Complete Guide** Marc Rosenberg 2014-04-23 The complete guide to CPA firm merger mania - the state of the merger market, major negotiation terms, checking out merger candidates, questions to ask, data to exchange, assessing cultural fit; steps to merger implementation.

**Merger Mania** Andrew Sancton 2000 The idea that merging municipalities will improve local services and economic competitiveness has its roots deep in the nineteenth century. Municipalities in the US were first merged as early as 1848. However, despite being merged at the turn of the twentieth the city of New York was effectively bankrupt by 1975. In contrast metropolitan Boston - often seen as a recent success story in global competition - comprises 282 distinct municipalities. Outside the United States, forced municipal mergers were a popular policy in many European countries and Canadian provinces during the 1960s and 1970s. The city of Laval, just north of Montreal, and the "unicity" of Winnipeg owe their origins to this period - both amalgamations failed to meet their original objectives. Despite the emergence of "public choice" theory - which justifies municipal fragmentation on market principles - some politicians and public servants in the 1990s have continued to advocate municipal amalgamations as a means of reducing public expenditure, particularly in Ontario. In Merger Mania Andrew Sancton demonstrates that this approach has generally not saved money. He examines the history of amalgamation, as well as studying recent forced municipal mergers in Halifax, Toronto, Ottawa, Hamilton, and Sudbury. In the concluding chapter he examines the case for municipal amalgamation on the Island of Montreal and argues that those who would abolish locally elected municipal councils are obligated to explain very carefully - especially in light of evidence to the contrary - exactly why they think such drastic measures are necessary. A compelling examination of a timely issue, Merger Mania is a must-read for anyone interested in the politics of city governments. Andrew Sancton is professor of political science at University of Western Ontario and the author of several books on city politics.

**Mergers & Acquisitions** Michael A. Hitt 2001-03-22 In 1999, MCI WorldComm and Sprint agreed to merge. Valued at \$129 billion, this expected transaction was the largest in history. However, it fell victim to regulators in Europe concerned with the potential monopoly power of the merged firm. This M&A action was merely the latest in a growing trend of "blockbuster" mergers over the past several years. Once a

phenomenon seen primarily in the United States, mergers and acquisitions are increasingly being pursued across national boundaries. In short, acquisition strategies are among the most important corporate-level strategies in the new millennium. The need for clear, complete, and up-to-date guide to successful mergers and acquisitions had never been greater. This book more than fills that need. Looking at successful--and unsuccessful--mergers and acquisitions in a number of different industries, *Mergers and Acquisitions: A Guide to Creating Value* explains how to conduct an acquisition and how to avoid pitfalls that have doomed many such ventures. The authors take the reader step-by-step through the process, starting with the elements of a successful merger, due diligence to ensure that the target firm is sound and fits well with the acquiring firm, and how mergers and acquisitions are financed. They move on to explore how firms find partners/targets for acquisitions that have complementary resources and how to find partners with which integration and synergy can be achieved. Finally, they discuss the potential hazards found in M&A's and how to avoid them, how to conduct successful cross-border acquisitions, and how to ensure that ethical principles aren't breached during the process. Based on 15 years of research, this essential guide goes beyond specific case studies to cover all aspects of these ventures, making it required reading for all managers seeking to build a successful strategy.

**Empowering the Market Economy through Innovation and Entrepreneurship** A. Coskun Samli 2016-04-26 This book argues that the strength of our dynamic society is a market economy, which functions well only if positive and constructive marketing practices are performed. It offers innovative alternatives for achieving economic progress and outlines strategies to create conditions for equal opportunity. The American economy has transitioned from a "survival of the fittest" to "survival of the fattest" mentality, focusing less on the people and quality of life and more on the amount of dollars to be gained. The divide between the 1% and 99% leaves lower-income individuals at a significant disadvantage and threatens both economic and societal advancement. The author offers clear, intelligible solutions to accomplish this such as eliminating discrimination, providing opportunities for new ideas and industries, enhancing quality of life, and encouraging more competition so that radical innovations can emerge and make a positive difference. This book will appeal to leaders and researchers across marketing, economics, management, and accounting looking for answers on how to get the American economy back on track.

**Bloodsport** Robert Teitelman 2016-04-05 "Bloodsport is the story of how the mania for corporate deals and mergers all began ... how power lawyers Joe Flom and Marty Lipton, major Wall Street players Felix Rohatyn and Bruce Wasserstein, prominent jurists, and shrewd ideologues provided the ... energy that drove the corporate elite into a less cozy Hobbesian world ... with total dollar volume in the trillions. ... Four questions whose force remains undiminished: Are shareholders the "owners"? Should control be exerted by autonomous CEOs or is [that] illegitimate and inefficient? Is the primary purpose of corporations to generate jobs and create prosperity for the masses and the nation?, or is it simply to maximize the wealth of shareholders?"--

**Merger** Sanjay Sanghoo 2010-08-03 Vikram Suri, CEO of TriNet Communications, is a new breed of corporate criminal---smarter and infinitely more dangerous. Behind the façade of oak-paneled boardrooms, fancy personal jets, and lavish mansions, Vik is masterminding a grand scheme of market manipulation, smuggling, money laundering, and extortion through an international network of banks, brokerage houses and dummy corporations. He is a megalomaniac who will stop at nothing to grow his corporate empire, even murder. As the clock winds down to Suri's deadly triumph, no one suspects his hidden agenda - except Tom Carter, an investment banker working on the deal. Torn between his job and his conscience, and locked in the crosshairs of the SEC, Tom enlists the help of Amanda Fleming, a beautiful and intrepid New York Times reporter eager to "break" a big story. Together, they must not only outsmart the brilliant Vik, but desperately try to stay alive! At the Publisher's request, this title is being sold without Digital Rights Management Software (DRM) applied.

**Health Policy** Charlene Harrington 2008 The Fifth Edition of this best-selling health policy text is updated with a collection of new articles on various health policies. Health Policy provides a basic overview of the health policy and political process as it relates to the health status of the US, the organization and issues of the healthcare system, and healthcare economics.

**The Go-Go Years** John Brooks 1999-09-21 The Go-Go Years "The Go-Go Years is not to be read in the usual manner of Wall Street classics. You do not read this book to see our present situation reenacted in the past, with only the names changed. You read it because it is a wonderful description of the way things were in a different time and place." --From the Foreword by Michael Lewis The Go-Go Years is the harrowing and humorous story of the growth stocks of the 1960s and how their meteoric rise caused a multitude of small investors to thrive until the devastating market crashes in the 1970s. It was a time when greed drove the market and fast money was being made and lost as the "go-go" stocks surged and plunged. Included are the stories of such high-profile personalities as H. Ross Perot who lost \$450 million in one day, Saul Steinberg's attempt to take over Chemical Bank, and the fall of America's "Last Gatsby," Eddie Gilbert. Praise for The Go-Go Years "Those for whom the stock market is mostly a spectator sport will relish the book's verve, color, and memorable one-liners." --New York Review of Books "Please don't take The Go-Go Years too much for granted: as effortlessly as it seems to fly, it is nonetheless an unusually complex and thoughtful work of social history." --New York Times "Brooks's great contribution is his synthesis of all the elements that made the 1960s the most volatile in Wall Street history . . . and making so much material easily digestible for the uninitiated." --Publishers Weekly "Brooks ... is about the only writer around who combines a thorough knowledge of finance with the ability to perceive behind the dance of numbers 'high, pure, moral melodrama on the themes of possession, domination, and belonging.'" --Time

**The Myth of Capitalism** Jonathan Tepper 2018-11-20 The Myth of Capitalism tells the story of how America

has gone from an open, competitive marketplace to an economy where a few very powerful companies dominate key industries that affect our daily lives. Digital monopolies like Google, Facebook and Amazon act as gatekeepers to the digital world. Amazon is capturing almost all online shopping dollars. We have the illusion of choice, but for most critical decisions, we have only one or two companies, when it comes to high speed Internet, health insurance, medical care, mortgage title insurance, social networks, Internet searches, or even consumer goods like toothpaste. Every day, the average American transfers a little of their pay check to monopolists and oligopolists. The solution is vigorous anti-trust enforcement to return America to a period where competition created higher economic growth, more jobs, higher wages and a level playing field for all. The Myth of Capitalism is the story of industrial concentration, but it matters to everyone, because the stakes could not be higher. It tackles the big questions of: why is the US becoming a more unequal society, why is economic growth anemic despite trillions of dollars of federal debt and money printing, why the number of start-ups has declined, and why are workers losing out.

**Merger Masters** Kate Welling 2018-11-06 Merger Masters presents revealing profiles of monumentally successful merger investors based on exclusive interviews with some of the greatest minds to practice the art of arbitrage. Michael Price, John Paulson, Paul Singer, and others offer practical perspectives on how their backgrounds in the risk-conscious world of merger arbitrage helped them make their biggest deals. They share their insights on the discipline that underlies their fortunes, whether they practice the "plain vanilla" strategy of announced deals, the aggressive strategy of activist investment, or any strategy in between on the risk spectrum. Merger Masters delves into the human side of risk arbitrage, exploring how top practitioners deal with the behavioral aspects of generating consistent profits from risk arbitrage. The book also includes perspectives from the other side of the mergers and acquisitions divide in the form of interviews with a trio of iconic CEOs: Bill Stiritz, Peter McCausland, and Paul Montrone. All three took advantage of M&A opportunities to help build long-term returns but often found themselves at odds with the short-term focus of Wall Street and merger investors. Told in lively, accessible prose, with bonus facts and figures for transaction junkies, Merger Masters is an incomparable set of stories with plenty of unfiltered lessons from the best managers of our time.

**Empowering the American Consumer** A. Coskun Samli 2001 Oligopolistic and indifferent to their markets, companies today are terrorizing the customers they depend on for survival. One result is that the American market system performs far below optimum and farther below its potential. Samli argues that the system must do more than it is doing to encourage competition and create consumer value--things it neglects, he says, because of a mistaken notion that laissez-fairism is working nicely, and that in today's free economy customers and corporations are getting along fine. Not so, says Samli, but by creating true consumer value and stopping their headlong rush to merge, wrongs can be righted and corporations can achieve high, and higher, profit goals. Upper level corporate strategists, marketing executives, and policy makers in government will find Samli's argument challenging and provocative. Academics and their students will consider it an important addition to the literature on how business, government, and society interact.

**Welcome to Our Conglomerate - You're Fired** Isadore Barmash 2003 The inside story of business takeovers and the circus that ensues in the merger field.

**Men, Ideas, and Politics** Peter Ferdinand Drucker 2010 The Political Issues Impacting Our global economy have changed drastically over the last few decades, but some things have not changed---the relationship between business and politics remains a potent driver of world events. --

**The Great Merger Movement in American Business, 1895-1904** Naomi R. Lamoreaux 1988-04-29 Between 1895 and 1904 a great wave of mergers swept through the manufacturing sector of the U.S. economy. In *The Great Merger Movement in American Business*, Lamoreaux explores the causes of the mergers, concluding that there was nothing natural or inevitable about turn-of-the-century combinations.

**Mergers and Acquisitions** Michael A. Hitt 2001 This work is a comprehensive guide to planning and executing successful mergers and acquisitions.

**Capitalize on Merger Chaos** Thomas M Grubb 2001-02-21 Merger mania is at an all-time peak. Yet up to 80 percent of mergers fail because of culture clashes, mismanagement, and the chaos that ensues. Taking this failure rate into account, merger experts Thomas M. Grubb and Robert B. Lamb have written the first book that arms managers with strategies to exploit the many growth and profit opportunities created when competitors are coping with merger chaos. Grubb and Lamb show why firms miss huge financial opportunities when they stay passive while their competitors struggle in merger chaos. They present a fast-paced primer for action when your corporate rivals merge, based on six strategies: Attack your competitors when they are distracted by their mergers' turmoil and confusion. Create a "magnet strategy" to attract and hire your merging competitors' best people while their companies are in a state of merger shock. Use the threat to your firm's survival caused by giant competitors' mergers in order to jump-start your own internal change. Use multiple alliances, networks, licensing, franchising, or joint ventures -- instead of mergers -- to fuel explosive growth. Plan and execute your firm's fast-track mergers and acquisitions. Create a composite strategy by using two or more of the above strategies simultaneously to maximize your growth and profitability. The authors analyze winning strategies at AOL, General Electric, Dell, Ford, Cisco Systems, and Vodaphone as well as failures at Coca Cola, Boeing, Union Pacific, Compaq, and Sunbeam. The result is "must" reading for operating managers at all levels, investment bankers, and mergers and acquisition specialists.

**Managing the Merger** Philip H. Mirvis 2003-01 Two veteran merger and acquisition mavens take readers behind the scenes to examine successful and poorly managed corporate mergers to show what's required to achieve the best strategic, organizational, and cultural fit between any two companies. They outline steps to take before, during, and after