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that M&A is local also implies that we might find constructive or destructive patterns of managerial choice in the deals from hell or heaven that they produce. Chapter 3 reports that the extreme outliers of deals, both good and bad, differ from each other and from the middle in at least four general ways.

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The study of failure is the source of thoughtful advances, and in Deals from Hell: M&A Lessons That Rise Above the Ashes, Bruner focuses on M&A failures to help you achieve M&A success. Comprised of three information-packed parts—The Foundations of M&A Failure; Case Studies of M&A Failures; and Avoiding the Deal from Hell—this comprehensive guide offers a realistic look at how M&A transactions really work.

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(PDF) Deals from Hell: M&A Lessons That Rise Above the Ashes
Filled in-depth insights, expert advice, and valuable lessons gleaned from other M&A transactions, Deals from Hell helps readers avoid the common pitfalls associated with this field and presents them with a clear framework for thinking about how to make any M&A transaction a success.

Deals From Hell: M&A Lessons That Rise Above the Ashes
*Deals from Hell is a fresh and interesting look at the M&A genre written by Prof. Robert Bruner, a leading authority on the topic. He studies failures and from this unique perspective, teaches us the pitfalls to avoid as well as the positive actions for success.

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By addressing the key factors to M&A success and failure, this comprehensive guide illustrates the best ways to analyze, design, and implement M&A deals. Filled with in-depth insights, expert advice, and valuable lessons gleaned from other M&A transactions, Deals from Hell helps readers avoid the common pitfalls associated with this field and presents them with a clear framework for thinking about how to make any M&A transaction a success.

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*Deals from Hell" surveys failure in mergers and acquisitions, drawing on an extensive review of research, original study of 2,804 transactions, and detailed case studies of ten prominent failures. The conclusions challenge conventional wisdom about M&A and enrich our ability to anticipate failure and promote success.

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