



A Practical Guide to Acquisitions: How to Increase Your Chances of Success

Denzil Rankine

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A concise handbook for managers who are looking at growing their businesses through acquisitions. This book provides a step-by-step structure to help managers ensure success.

This book contains the results of Europe's largest survey on the reasons for success and failure of acquisitions, based on 350 cases. The survey results provide practical guidelines to where the dangers lie and how to avoid them.

It also has case studies and checklists, making it the essential tool for anyone involved in acquisitions.



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