



Successful Acquisition of Unquoted Companies: A Practical Guide

Barrie Pearson

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Acquiring an unquoted company can be complex and hazardous. This book provides a practical step-by-step guide to help complete the acquisition of unquoted companies and subsidiaries of quoted ones with success. This new edition reflects the changing climate for acquiring and selling unquoted companies, including the growth of management buy-outs and buy-ins, and the emergence of venture capitalists buying companies as principles. A chapter new to this edition offers practical guidance to vendors on how to groom their business and to create competitive bidding in order to maximize realizable value.

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