

# Acquisition Strategy Plan



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## Acquisition Strategy And Implementation

**Nancy Hubbard**

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## **Developing rules and principles for preparing and implementing acquisition projects**

**Developing rules and principles for preparing and implementing acquisition projects** Thorsten Mühl, 2001-05-02 Inhaltsangabe Abstract Near the beginning in Homer's Odyssey the son of Odysseus young Telemachus had been advised by the goddess of wisdom Athena to ask old King Nestor about an important issue relating to the residence of his father Telemachus hesitated explaining his doubts by introversion and insecurity Telemachus behaviour lives on in the contemporary context of Mergers Acquisitions where still the most inexperienced unskilled professionals supposed and expected to know everything long before the process starts Developing rules and principles for preparing and implementing acquisition projects attempts to provide a general idea about one of the most difficult vast complicated and sometimes immeasurable growth strategies in management M A While M A activity had been an Anglo American occurrence during the first merger wave the process of concentration had changed to a global phenomenon Financially driven acquisitions and corporate raiders had been popular during the 1980s the 1990s and the present is faced with strategic M A The present research focuses especially on points that are problematical to measure Part one comprises a basic approach to M A including corporate strategy in terms of its characteristics and the element of strategic management Part two of the thesis is concerned with the entire M A strategy Therefore the acquisition process had been divided into three components 1 Pre acquisition process 2 The transaction phase 3 Post merger Integration Management PIM The

centralisation of this part and also the whole thesis is the search and screen process for potential target companies a marketing and cultural due diligence approach and the post merger integration management in particular the integration of different organisational cultures To be precise the author considered these aspects as absolutely elemental unquestionable and critical for M A success As a result point four Valuation techniques and financing methods is only explained incredibly superficial The final part of the present research Part three combines all the various aspects that had been evaluated during the study by providing some guiding principles for M A success Furthermore the terms Mergers and Acquisitions are used interchangeably in the text because in many instances it is not clear whether one or the other is occurring However for certain purposes it is necessary to distinguish the **Physical Asset Management** Nicholas Anthony John

Hastings,2009-09-29 Physical asset management is the management of fixed or non current assets such as equipment and plant Physical Asset Management presents a systematic approach to the management of these assets from concept to disposal The general principles of physical asset management are discussed in a manner which makes them accessible to a wide audience and covers all stages of the asset management process including initial business appraisal identification of fixed asset needs financial evaluation logistic support analysis life cycle costing maintenance strategy outsourcing cost benefit analysis disposal and renewal Physical Asset Management addresses the needs of existing and potential asset managers and provides an introduction to asset management for professionals in related disciplines such as finance The book provides both an introduction and a convenient reference work covering all the main areas of physical asset management

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