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Reviews

Completely essential study publication. This is for anyone who statte that there was not a well worth reading through. I am very easily could get a satisfaction of reading through a written publication. (Hallie Stanton)

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DUE DILIGENCE AND THE BUSINESS TRANSACTION: GETTING A DEAL DONE



Apress. Paperback. Book Condition: New. Paperback. 275 pages. Due Diligence and the Business Transaction: Getting a Deal Done is a practical guide to due diligence for anyone buying a business orselling aprivately heldbusiness of any size, or anyone entering into a major agreement with another company. When youre buying a business, its wise to conduct due diligence. Thats the process of investigating and verifying the firms finances, labor record, exposure to environmental issues, store of intellectual property, hard assets, ownership structure, and much more. If you dont, you may later stumble into serious, costly problems, or you may pay an inflated price for the business. This book not only shows you how to conduct such an examination and what to look for, but it will also help you uncover hidden issues that some sellers might not want you know about. Likewise, this book shows smart business sellers how to conduct due diligence on their own firms to arrive at the right sales price, uncover issues that might scare off buyers or investors, solve lingering problems before a sale, and more. Done right, due diligence can help sellers ensure they sell the business for the best price and with the least risk. Among other things, Due Diligence and the Business Transaction will help you understand when to conduct due diligence, whom to include, and how to spot the red flags that signal danger. In addition, you will learn: How to conduct due diligence when contemplating a joint venture, business loan, franchise opportunity, or manufacturing deal How to calibrate the correct scope and breadth of the due diligence investigation depending on your situation How the results of due diligence may and often will change the elements of the final deal How to draftdue diligence documents so they protect your interests What successful...

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