



# **Practical M&A Execution and Integration: A Step by Step Guide To Successful Strategy, Risk and Integration Management**

*Michael McGrath*

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Few business activities can match Mergers & Acquisitions (M&A) in terms of the potential for reward and for danger. A successful merger or acquisition can allow a mid-tier company to leap into the top tier, bringing rich rewards to that company, and its employees and shareholders. The failure of a merger can, on the other hand, have a devastating impact, resulting a loss of credibility, destruction of value and in some cases bringing the parties to ruin. Depending on how you measure it, between 50% and 80% of M&A deals fail to attain their objectives, before or even after the deal is done. *Practical M&A Execution and Integration* is all about maximising your chances of success.

Merging, de-merging, acquiring or acquired, if your organisation is involved, or likely to be involved, you will need to manage the process, and following this Handbook will give you a clear, simple framework to get the job done and help your organisation move on and attain the benefits and promise of the deal.

The book covers the following core topics:

- **Fundamentals of M&A**; the reasons for M&A, types of M&A deals and the challenges they present
- **M&A Regulation**
- **Successful M&A**, covering M&A power and providing a detailed look at the processes and people involved
- **Delivering M&A**
- **The unique issues of Banking M&A**, which differs significantly from other types of M&A deals.

The final section consists of document templates and suggested tables of contents which are designed to be used alongside the advice in the book, thus making *Practical M&A Execution and Integration* the complete guide to constructing a successful M&A deal.

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