



## International M&A, Joint Ventures and Beyond: Doing the Deal

By David J. BenDaniel, Arthur H. Rosenbloom, James J. Hanks Jr.

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This fully revised Second Edition shows readers how to find, analyze, structure, and negotiate international deals.

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- Sales Rank: #2754388 in Books
- Published on: 2002-04-22
- Ingredients: Example Ingredients
- Original language: English
- Number of items: 1
- Dimensions: 10.41" h x 1.48" w x 7.24" l, 2.85 pounds
- Binding: Hardcover
- 592 pages

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### **Editorial Review**

From the Publisher

International mergers and acquisitions are becoming commonplace in business, and financial and legal professionals involved are scrambling to learn every aspect of these intricate deals. This authoritative look at the international aspects of mergers and acquisitions brings readers up to speed on what they need to know about strategic planning, legalities, taxes, accounting, negotiations, pricing, and financing in a global marketplace.

From the Inside Flap

International M&A Joint Ventures & Beyond

Fully revised and updated to reflect today's fast-paced business world, *International M&A, Joint Ventures, and Beyond: Doing the Deal, Second Edition* shows you how to find, analyze, structure, and negotiate international deals. This essential guide assembles an experienced team of hands-on practitioners who share their knowledge on a variety of cross-border merger and acquisition (M&A) issues and supply you with the know-how to take risks that can reap great rewards.

In today's market, international mergers and acquisitions are being sought by a growing number of companies looking to foster dynamic corporate development. These savvy businesses are reaching across international borders and trade barriers to target viable M&A prospects. While thousands of corporations have taken this route, before you initiate an international M&A venture of your own, it's essential to have a firm grasp of the complexities unique to these international deals. By focusing on the global aspects of M&A, this groundbreaking Second Edition gives you the expertise you need to get the job done in any market and under any condition.

With *International M&A, Joint Ventures, and Beyond: Doing the Deal, Second Edition*, you'll acquire the tools necessary to successfully navigate the potentially stormy seas of international deal making, project financing, tax accounting, and the intricacies of due diligence. First and foremost, you'll learn to determine whether an international M&A initiative is right for your company's overall business needs. If you decide that it is, you'll need to develop a strong, proactive plan to identify and contact potential M&A candidates, and ultimately convince them of the benefits of working with your company.

David BenDaniel, Arthur Rosenbloom, and James Hanks Jr. take you step by step through this crucial strategic process. They reveal the finer points of international transactions that are not found in domestic transactions—for example: the inability to execute tax-free exchanges in some jurisdictions; dramatically different ways of dealing with purchase goodwill in others; and the burdens associated with time, distance, political risk, language, currencies, and cultural conflicts.

With invaluable contributions from authorities at American Express, Baker & McKenzie, and other leading firms, *International M&A, Joint Ventures, and Beyond: Doing the Deal, Second Edition* includes real-world case studies along with checklists and in-depth coverage of:

- \* Critical issues in planning and implementation of an international merger or acquisition
- \* Legal aspects of acquiring non-U.S. enterprises
- \* Accounting principles of international M&A
- \* Tax aspects of inbound mergers and acquisitions and joint venture transactions

- \* International financing and government assistance for cross-border M&A transactions
- \* Valuing companies and negotiating transactions: due diligence issues
- \* Risk management in cross-border agreements
- \* Human resources concerns
- \* Postmerger integration

International M&A, Joint Ventures, and Beyond: Doing the Deal, Second Edition is an accessible and comprehensive international M&A road map for many professionals, from investment and commercial bankers to legal and financial advisers. This invaluable new resource will bring you up to speed on what you need to know about strategic planning, legalities, taxes, accounting, negotiations, pricing, and financing in a global marketplace. Learn every aspect of these intricate deals and understand how these highly complex transactions can benefit your company today and in years to come.

From the Back Cover

Praise for International M & A, Joint Ventures & Beyond

"The Second Edition of International M&A, Joint Ventures, and Beyond is superb. David BenDaniel, Arthur Rosenbloom, and James Hanks Jr. have assembled informative, comprehensive, and reliable source materials for cross-border merger and acquisition transactions. These materials will benefit those of us who are engaged daily in the international arena as well as those who are introduced to such ventures for the first time."

-Arthur M. Siskind, Esq., Senior Executive Vice President and Group General Counsel, The News Corporation Limited

"In their second edition of International M&A, Joint Ventures, and Beyond, BenDaniel, Rosenbloom, and Hanks update readers in business, law, and academia alike on what it takes to get sound cross-border deals accomplished. This book is a must for practitioners and in courses covering cross-border business transactions."

-Alan Patricof, Chairman, Apax Partners, Inc.

"A thoughtful compilation of topics, authors, and points of view that is as useful to the novice as it is to the experienced practitioner. Rosenbloom and BenDaniel, now joined by Hanks, are there when you need them."

-Arthur Kowaloff, Managing Director  
BNY Capital Markets, Inc.

"This is an excellent set of materials on cross-border business combinations-the best that one can find anywhere. The authors are leading practitioners and academics, and their unparalleled expertise shows in this fine work. The topic is, of course, of ever-growing importance as integration in the world economy continues at a rapid pace."

-John J. Barcelo III, William Nelson Cromwell Professor of International and Comparative Law, and Director, Berger International Legal Studies Program, Cornell University

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