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Market Report – 24/09/03

Ten Steps to Successful Acquisitions

Academic studies show that acquisitions consistently fail to achieve their objectives. Some even bankrupt the acquiring company. Why? Because managers have too little experience with the acquisition process, and they make acquisitions for the wrong reasons.

An acquisition is as good as the weakest step in the process. Yet, for many managers some element of the process is new. They are having to learn as they go or they link into experienced brokers with market knowledge in the chosen industry.

Ten steps to successful Acquisition graphically set out the key steps to take and consider.



Ten Steps to Successful Acquisition

