INTERVIEW GUIDE TEMPLATE

INTERVIEWEE NAME: [CFO Name]   
POSITION, COMPANY: Chief Financial Officer, [Tech Company]   
DATE: [Interview Date]

TOPIC A - Goals for the Divestiture

Q1 - What are the primary goals and objectives driving the divestiture of the business unit?

ANSWER:

Q2 - Can you provide insights into the financial performance of the business unit over the past few years? ANSWER:

Q3 - How do you assess the level of integration or entanglement of the business unit with the broader company's systems, processes, and people?

ANSWER:

Q4 - What synergies or shared resources exist between the business unit and other company divisions? ANSWER:

TOPIC B - Support Received from the Broader Company

Q5 - What support and resources did the business unit receive from other departments or functions within the company?

ANSWER:

Q6 - How has the overall company structure influenced the performance and operations of the business unit? ANSWER:

Q7 - What measures have been taken to ensure the independence and viability of the business unit as a separate entity?

ANSWER:

Q8 - Can you provide details about the existing customer base and market presence of the business unit? ANSWER:

TOPIC C - Motivation for Divestiture

Q9 - What factors have influenced the decision to divest this particular business unit at this time?

ANSWER:

Q10 - Are there any strategic partnerships or collaborations related to the business unit that need to be considered during the divestiture process?

ANSWER:

Q11 - How has the business unit aligned with the company's long-term strategic vision, and what implications does this have for divestiture?

ANSWER:

Q12 - Are there any potential risks or challenges associated with the divestiture, and how are they being addressed?

ANSWER:

TOPIC D - Financial Impact and Utilization of Proceeds

Q13 - How will the proceeds from the divestiture be utilized, and what is the expected impact on the company's financial position?

ANSWER:

Q14 - Has there been any engagement with potential acquirers or investors for the business unit, and what criteria are being considered in the selection process?

ANSWER:

Q15 - What measures have been taken to ensure the seamless transition of the business unit to a potential acquirer?

ANSWER:

Q16 - Can you elaborate on any regulatory or legal considerations associated with the divestiture? ANSWER:

TOPIC E - Future Growth Strategy

Q17 - How will the divestiture affect the company's future growth strategy and portfolio optimization? ANSWER:

Q18 - How has the performance of the business unit compared to industry benchmarks, and what potential impact does this have on the divestiture?

ANSWER:

Q19 - What are the opportunities for the company post-divestiture, and how will the company leverage them?

ANSWER:

Q20 - What steps are being taken to ensure a smooth transition for the business unit and maintain its competitive advantage after divestiture?

ANSWER: