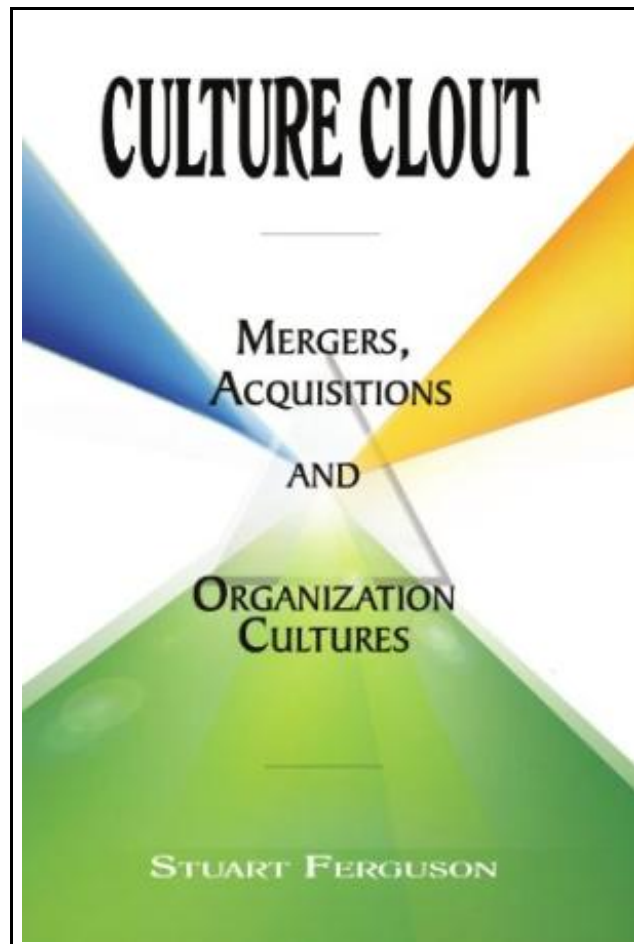


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Xlibris Corporation. Paperback. Book Condition: New. Paperback. 328 pages. Dimensions: 8.8in. x 6.0in. x 0.8in. CULTURE CLOUT should be required reading for MBA and Executive MBA programs. In his extensive references, empirical studies and personal examples, Stuart candidly discusses the leading causes for M and A underperformance and introduces a powerful tool for improving the results of business combinations. This is excellent work! Alexandra Reed LaJoux, Author and Chief Knowledge Officer, National Association of Corporate Directors Stuart Ferguson has developed a very effective solution for an elusive M and A challenge objectively analyzing the direct and indirect financial impact of cultural differences between merging organizations. Ferguson's straight-forward Quantitative Organization Culture Assessment what he calls QUOCA- succinctly links corporate culture to valuation, cost and time of integration and the management decisions that seriously impact M and A success. Jim Jeffries, CEO, M and A Partners Major studies have shown the success rate of company acquisitions is notoriously low. This book is a comprehensive analysis of the most daunting process in business. Value creation only comes through a successful merger or acquisition. Stuart Ferguson correctly identifies an often overlooked step in the evaluation of the candidate company: Will the employees of the company to be acquired still flourish in the new entity. James R. Utaski, Corporate Vice President Business Development (Ret. , Johnson and Johnson) As an M and A practitioner, I am intrigued by Dr. Ferguson's analysis of the cultural and behavioral dynamics of mergers and acquisitions. Stuart is on to something here. There is a need for more effective cultural assessment in pre-transaction planning and for more effective tools and processes for addressing cultural differences and behavioral issues post closing. Jim Dwyer, President, MPI Securities, Inc. Ferguson captures the elusive element of culture in mergers and acquisitions. The combination...

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