



Mergers and Acquisitions: A Practical Guide for Private Companies and Their UK and Overseas Advisers

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International mega-deals capture media attention, but the principles of mergers and acquisitions (M&A) apply whatever the size of the company or deal. Jonathan Reuvid, a UK economist and editor/author, reminds readers of this fact in introducing papers by UK experts on M&A as a creative business strategy for small and medium enterprises. Aspects covered include funding; processes in business growth stages; negotiating a contract with partners/targets; and economic, change management, public relations, and related issues for directors' and shareholders. The text includes planning pointers, case studies, and a contributors' contact list.

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