## **CONTENTS**

INT	RODUCTION	ix
1	THE NEED FOR INTELLIGENCE IN MERGERS AND ACQUISITIONS	1
2	BUSINESS INTELLIGENCE	27
3	DESIGNING THE ACQUISITION PROCESS	55
4	CONTROLLING THE ADVISORS	77
5	IDENTIFYING THE BEST TARGETS	87
6	THE BEST DEFENSE	117
7	DUE DILIGENCE	141

VALUATION, PRICING, AND FINANCING	183
NEGOTIATION AND BIDDING	209
POST-MERGER INTEGRATION	229
POST-ACQUISITION REVIEW	257
CONCLUSIONS	265
STSCRIPT HOW TO SURVIVE A MERGES	271
DEX  DEX  DEX  DEST  DES	281 289
	NEGOTIATION AND BIDDING POST-MERGER INTEGRATION POST-ACQUISITION REVIEW CONCLUSIONS