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Material Adverse Change: Lessons from Failed M&As (Wiley Finance)

Robert Stefanowski

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The ultimate guide to successful M&As—no matter how the economy's doing

No one has written about the true root causes of the recent large M&A failures and why the mergers that were supposed to save the companies and the economy did not work. *Material Adverse Change* not only shows the sequence of events that led to some M&A failures, but provides a detailed review of the root causes and personality traits that drove the outcomes. By looking at the true motivations behind the deals, we can learn a lot about what works and common pitfalls that need to be overcome.

- Provides an inside look on why recent, highly publicized deals were allowed to happen
- Explores the factors behind motivating CEOs to put their careers on the line to acquire
- Offers recent M&A case studies that took place during the Great Recession, including Bank of America's purchase of Merrill Lynch and Kraft's purchase of Cadbury

Large M&A transactions have become a much more important element to the state of the global economy. *Material Adverse Change* provides practical advice on how to avoid the mistakes made by others and then to apply the practices deployed to make successful deals.

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