

Valuation for Mergers and Acquisitions (2nd Edition)

By Barbara S. Petitt, Kenneth R. Ferris

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Master the latest insights, lessons, and best practice techniques for accurately valuing companies for potential mergers, acquisitions, and restructurings. Concise, realistic, and easy to use, *Valuation for Mergers and Acquisitions, Second Edition* has been fully updated to reflect the field's latest and most useful "rules of thumb," compare every modern approach to valuation, offering practical solutions for today's most complex and important valuation challenges. Treating valuation as both an art and a science, it covers the entire process, offering up-to-the-minute real-world advice, examples, and case studies. Leading valuation experts Barbara S. Petitt and Kenneth R. Ferris introduce and compare leading techniques including discounted cash flow analysis, earnings multiples analysis, adjusted present value analysis, economic value analysis, and real option analysis. They fully address related concerns such as the accounting structure of deals, accounting for goodwill, tax considerations, and more. Throughout, they identify common errors that lead to inaccurate valuation, and show how to avoid them. From start to finish, this guide doesn't just make valuation comprehensible: it provides the tools and insight to make valuation *work.*
For all financial professionals concerned with valuation, especially those involved in potential mergers, acquisitions, and restructurings; and for corporate finance instructors and students in Executive MBA programs concerned with valuation.

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Editorial Review

From the Back Cover
Master Today's Best Practices for Valuing Companies

"Petitt and Ferris show us the data required for valuing a company, what computations to perform, and the advantages and drawbacks of each technique. This very practical book is an outstanding guide for company executives, financial managers, valuation practitioners, and investment professionals."
—Professor Elroy Dimson, London Business School and Cambridge Judge Business School

"Valuation is a key factor for success in any M&A transaction. This book contains a comprehensive set of tools and a conceptual framework for tackling practical challenges of valuations. It is richly illustrated by concrete examples of best practices and pitfalls to avoid."
—Yves Courtois, CFA, CMT, Corporate Finance Partner at KPMG, Co-Head of KPMG's Global Valuation Institute

Valuation is the essence of finance. But it is an art, not a science: Corporate executives and valuation analysts face many choices and dilemmas when assessing a company's value. This concise guide offers an up-to-date, practitioner-oriented view of valuation in the context of mergers and acquisitions (M&A) and corporate restructurings. It has been extensively revised to present today's most widely used valuation methods, and to offer realistic solutions for making informed choices and dealing with common dilemmas.

Leading experts Barbara S. Petitt and Kenneth R. Ferris cover the entire valuation process, presenting practical advice and real-world examples and illustrations. They review and compare frequently used valuation methods, including discounted cash flow models, earnings multiples, economic value analysis, and real option analysis.

Petitt and Ferris address issues that are closely related to valuation, such as accounting, financial reporting, and tax considerations. They also identify common valuation errors and show how to avoid them. Whether you are an executive or an analyst, this guide will help you play a far more effective role in valuation for M&As or corporate restructurings.

• Understanding the challenges of valuation
  Why valuation errors cause so many acquirers to overpay
• Understanding valuation methods and tradeoffs
  When and how to use multiples, discounted cash flow models, or real option analysis
• Performing financial review and pro forma analysis
  How to analyze a company's performance and forecast its future earnings and cash flows
• Avoiding overconfidence and the "winner's curse"
  How to uncover assumptions that could wreck your forecasts and valuation

About the Author
Barbara S. Petitt, PhD, CFA, is Director, Curriculum Projects, EMEA at CFA Institute. She has an in-depth knowledge of equity valuation, mergers, acquisitions, and corporate restructurings. She has held academic positions at Thunderbird, School of Global Management in the U.S., Bournemouth University in the U.K., and SKEMA Business School in France, and consulted with corporate clients throughout Europe and North

America. Petitt resides in Poole, U.K.

Kenneth R. Ferris, a valuation and acquisition consultant to small and mid-cap companies in Central America, served on the faculty at Northwestern's Kellogg School of Management; SMU's Cox School of Business; Thunderbird School of Global Management; Drucker School of Business at Claremont Graduate School, and Arizona State's W.P. Carey School of Business. He was a director for three NYSE-listed firms. Ferris resides in Placencia, Belize.
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Johnny Cervantes:

As people who live in the actual modest era should be revise about what going on or data even knowledge to make these individuals keep up with the era that is certainly always change and move forward. Some of you maybe may update themselves by examining books. It is a good choice in your case but the problems coming to you actually is you don't know what kind you should start with. This Valuation for Mergers and Acquisitions (2nd Edition) is our recommendation so you keep up with the world. Why, because book serves what you want and want in this era.

Enrique Myers:

Exactly why? Because this Valuation for Mergers and Acquisitions (2nd Edition) is an unordinary book that the inside of the book waiting for you to snap the item but latter it will surprise you with the secret this inside. Reading this book adjacent to it was fantastic author who also write the book in such remarkable way makes the content within easier to understand, entertaining approach but still convey the meaning thoroughly. So , it is good for you for not hesitating having this nowadays or you going to regret it. This amazing book will give you a lot of gains than the other book get such as help improving your talent and your critical thinking method. So , still want to delay having that book? If I were you I will go to the publication store hurriedly.

Arthur Atwood:

This Valuation for Mergers and Acquisitions (2nd Edition) is great book for you because the content that is full of information for you who all always deal with world and also have to make decision every minute. This kind of book reveal it details accurately using great organize word or we can claim no rambling sentences inside. So if you are read the item hurriedly you can have whole details in it. Doesn't mean it only will give you straight forward sentences but tricky core information with splendid delivering sentences. Having Valuation for Mergers and Acquisitions (2nd Edition) in your hand like obtaining the world in your arm, data in it is not ridiculous 1. We can say that no e-book that offer you world with ten or fifteen moment right but this reserve already do that. So , this is certainly good reading book. Heya Mr. and Mrs. occupied do you still doubt that will?

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