



## Done Deal: Your Guide to Merger and Acquisition Integration

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By M Beth Page

Authenticity Press, United States, 2006. Paperback. Book Condition: New. New.. 211 x 137 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. When is the Deal Done? The greatest barrier to successful integration is cultural incompatibility. Undervaluing or ignoring the human dynamics related to an MA transaction can prompt the departure of key talent that were among the assets that made the acquisition attractive to the buyer in the first place. The importance of an organization's culture, particularly as a risk factor in MA integration, cannot be underestimated. Harvard researchers report that firms that managed their culture realized a nearly seven-fold increase in revenue, compared with only 166 for firms that did not manage culture. You will discover how using transition teams, an integration manager, and a comprehensive employee communications strategy rank among the best practices the 5C Integration Model for strengthening your MA Integration the 5C Self Assessment workbook for your MA planning the importance of the human dimension to overall MA success.



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