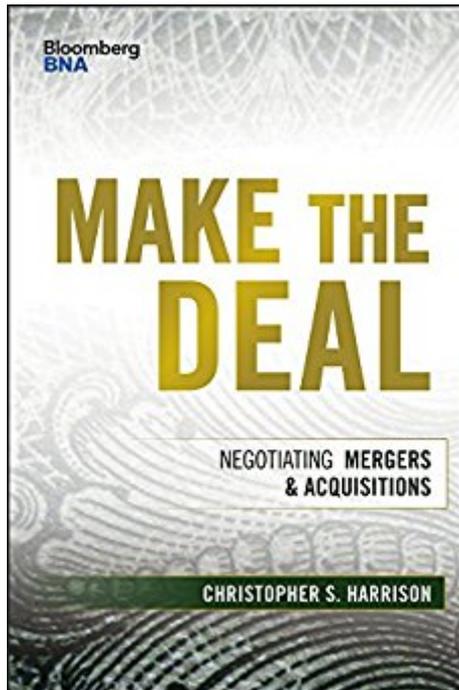


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# Make The Deal: Negotiating Mergers And Acquisitions (Bloomberg Financial)



## Synopsis

A comprehensive introduction to today's M&A strategies *Make the Deal* is a direct and accessible guide to striking a powerful M&A deal. Merging business, finance, and law, this insightful examination of M&A strategy is designed to help you understand M&A negotiations and the ways in which the final outcome affects your financial future. A general overview of an acquisition agreement framework segues into a more detailed discussion of different deal structures, including stock sales, mergers, asset sales, and complex structures, giving you the information you need to know when each one applies best in practice. You'll gain insight into real-world negotiations and the delicate balancing act that occurs as each party attempts to maximize value and minimize risk, and learn the potential pitfalls that can occur. Negotiation statistics and samples from actual contracts back the war stories throughout, and reinforce the idea that there's no single perfect solution. As a topic of study, M&A is constantly evolving; in practice, it changes at the speed of light. Staying ahead of the market is the single most critical element of making the best deal, and the strategy that worked for one deal most likely won't work for the next. Instead of simply providing a list of strategies that have worked in the past, this book shows you why they worked, so you can tailor your strategy specifically to your next deal. Learn how M&A contract terms affect economic outcomes Examine the techniques and mechanics of today's acquisition agreements Develop a legal framework that supports your business strategy Follow the ups and downs that arise in real-world cases A successful M&A transaction requires both attention to detail and a big picture view, combined with skill, intellect, and ingenuity. *Make the Deal* brings it all together to show you how to run the table and come away with a win.

## Book Information

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## **Customer Reviews**

This book provides an elegant and deep explanation of the legal framework of deal making. The author has a special way of demystifying otherwise arcane legal concepts in the context of business. The war stories in particular bridge the gap between standard legal provisions and the potential economic outcome in real life. A great read for people who love the art and science of deal making.

Christopher Harrison was my professor for his NYU course "Negotiating Corporate Transactions." As a teacher, he was engaging and came across as a seasoned expert in this practice area. If you are a person who learns by example, the "War Stories" Professor Harrison intersperses throughout the book are invaluable illustrations of common (and unique) situations that come up during negotiations. And the structure of the book, taking each section of a merger agreement or purchase agreement and breaking down negotiating points within that section analyzing how those might relate to other key sections of the agreement, is as close to practice as any exercise we did in law school. Now, as a first-year associate practicing M&A, I recognize Make the Deal as the MOST practical and helpful book of the many, many books I purchased during law school, and the one book I find myself returning to again and again.

I have taken Prof.'s Harrison's Negotiating Mergers and Acquisition class in NYU Law and I can say without hesitation that it was one of the most important law school experiences for my legal and business career. In "Make the Deal," Prof. Harrison condenses years of tier 1 M&A experience and allows the reader to understand, appreciate and master the art of a deal. This book is a must read for anyone interested in drafting/negotiation any kind of corporate transactions. As a former litigator, I found it to be particular useful in forming arguments centered around corporate contract disputes.

Any M&A practitioner looking to stay up to speed should give "Make the Deal" a read. Chris

Harrison combines his extensive knowledge of what's market with personal anecdotes and "war stories" to craft a practical, easy-to-understand primer on the intricacies of successfully negotiating and completing an M&A Transaction. This is the rare text that seasoned veterans and freshly-minted associates alike will find approachable and invaluable.

This book is a great practical resource for anyone who is involved in M&A, from the most junior team members to those who have been involved in hundreds of M&A transactions. What sets this book apart is that, instead of focusing purely on the law, the author has used his significant experience to identify issues that frequently arise in M&A deals and goes on to provide valuable negotiation tips and strategies to get deals done.

Productive and instructive material for studying mergers and acquisitions, also for the course I am taking this semester under Professor Harrison's instruction. It provides me with better understanding of deal terms and key inspirations to negotiate strategies. Class has not yet finished, but I believe this book is helpful for M&A knowledge and practice.

Great material for M&A lawyers or law students who are interested in M&A. The book covers a wide range of M&A topics, from the most basic concepts to complex deal structures and teaches you how to draft the relevant legal documents. A lot of cases, examples and statistics are used to illustrate each point.

This is an exceptional go-to guide that gives readers an opportunity to (i) understand the deal terms necessary in an acquisition (ii) appreciate the nuances of best practices and (iii) learn the market terms of certain key provisions to better negotiate one's position. For example, most contracts feature indemnities. But how does one learn how much should s/he give for a fixed indemnity? And what types of special indemnities requested are "market" or more common than others? Knowing where one stands against the market of what's out there is what dealmakers use to gain the advantage. This book is written in a lay-man's style without the heavy legalize, which makes it perfect for business persons who want to grasp legal context without the archaic prose. I really appreciate the real-world "war stories" that laid forth actual scenarios of deal negotiations with helpful tips on how to leverage results in one's favor.

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