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Mergers  
Acquisitions  
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Realize The Full  
Value Of  
Acquisitions  
Website Author  
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Whitaker

**Mergers Acq  
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Integration  
Handbook  
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Realize The Full  
Value Of  
Acquisitions**

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Mergers  
**Acquisitions**  
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Integration  
**Author**  
Scott C  
Whitaker  
Published  
On August  
2012

Thank you **Author**

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How to Ensure  
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Integration

Success |

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Integration Best

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Integration—

How to do it

M\u0026amp;

Integration: How

to do it How to

Help Employees

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Cope with an  
Acquisition or  
Merger

*Integration tips  
for mergers,  
acquisitions and  
divestiture  
migrations |*

*Christine Zmuda  
Integrating  
cultures after a  
merger The Key*

*Elements of a  
Successful Post-*

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*Merger*

*Integration*

*Webinar: Post  
Merger*

*Integration:*

*Keys to a*

*Successful*

*Acquisition*

*Integration*

*Seven*

*fundamental*

*tenets of*

*successful*

*integration*

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~~Demo Thinkific Site~~

~~eBuild Options~~

~~Planning a~~

~~Successful IT~~

~~Integration~~

~~Roadmap after a~~

~~Merger or~~

~~Acquisition The Full~~

~~Value Of~~ Three Factors of

Post Merger

Integration

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~~Understanding~~

~~The Mergers~~

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~~Acquisitions~~  
~~Acquisitions~~  
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~~Handbook~~  
*Management in*

*M\*

*Integration*

*M\*

*Training*

*Essentials for*

*Acquiring*

*Companies* **The 4**

**Secrets to**

**Making a Quantum**

**Leap | Dr. Price**

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**Pritchett III |**  
**Part 1 | Episode**  
**#58 Monopolies**  
**and Anti-**

**Competitive**  
**Markets: Crash**  
**Course Economics**  
**#25 M\0026A**

**Talk: Guest,**  
**Scott Whitaker,**  
**Failure Rate of**  
**Integrations**

**(Part 1)**

**Managing Talent**

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Mergers

and Culture

During a Post

Merger

Integration *The*

*Recipe for*

*M\ u0026A*

*success: Post*

*Merger*

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*Integration*

*Handbook Helping*

*Mergers &*

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Acquisitions

Integration

Handbook offers  
no-nonsense

guidance for

managing a  
successful

integration, Full

preparing you

for the various  
integration

challenges you

may encounter.

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renowned M&A  
expert Scott  
Whitaker  
presents the  
best practices  
with pragmatic  
insights and  
proactive  
strategies to  
inform your  
thinking toward  
crafting the  
optimal  
integration

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strategy for  
your company.

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INTEGRATION

HANDBOOK :

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comprehensive

resource to help

companies create

a scalable post

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process and  
framework that  
accelerates  
operating and  
business benefit  
goal  
realization.

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Integration  
Handbook "This  
book is a

valuable guide  
from someone who  
has experienced  
the real-world  
challenges of  
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integrations.

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avoid the 50%

drop-off in

productivity

that routinely

occurs

Techniques for

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retaining key  
talent Why you  
must cut the  
typical high-  
risk transition/  
integration  
period in half  
Ways to minimize  
employee  
resistance Why  
merger  
management  
should start ...

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Handbook | Post  
Merger . . .~~

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Handbook is a  
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a scalable post  
merger or

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process and  
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operating and  
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to .... Mergers &  
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Whittaker  
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Integration

Handbook is a comprehensive resource to help companies create a scalable post merger or acquisition

integration process and framework that accelerates operating and business benefit

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overview of the  
critical role of  
IT and its  
importance in

planning and  
executing a  
successful

integration In  
addition, half  
or even more of  
the potential  
synergies

resulting from  
an integration

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are related to  
or dependent on  
IT. No matter  
how contrary  
doing so may be  
to an  
enterprise's  
culture, it is  
important to  
invest  
sufficient  
resources,  
budget, and  
attention in IT

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before and  
during an  
integration to  
maximize the  
potential that  
all those  
synergies will  
be realized.

~~Information  
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Mergers ...~~

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~~Handbook on  
Apple Books~~  
Along with an  
accompanying  
website

featuring access  
to a PowerPoint  
of a sample

integration

play- book,  
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Handbook gets

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Whitaker

you up to speed  
on integration  
issues and basic  
practices so  
your team can  
efficiently  
tackle  
integration  
projects in a  
way that  
preserves and  
protects the  
value of your  
transaction.

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~~Handbook, +~~

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Well-designed  
playbooks can

help: ? Connect

corporate

development

processes to

integration

planning

processes. ?

Specify who

needs to be

involved and

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when. ?  
Anticipate and  
document key  
decisions that  
need to be made  
in each phase. ?  
Document  
anticipated  
risks and issues  
requiring  
action. ?  
Provide

parameters to  
ensure day one

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readiness.?

Outline

processes and

steps for unique

M&A scenarios

(eg, carveouts).

? Provide clear

rules of

engagement and

protocols for

managing

sensitive

information.

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2020, the world CRO market is expected to be worth \$69.9

billion with a year-on-year spike of 9%. The contract research

Scott  
Whitaker

organization

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(CRO) industry  
has been  
galloping amid  
the global  
pharmaceutical  
market steadily

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