



Beyond the Deal: A Revolutionary Framework for Successful Mergers & Acquisitions That Achieve Breakthrough Performance Gains

Hubert Saint-Onge, Jay Chatzkel

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Mergers and acquisitions are happening in record numbers, with billions of dollars changing hands and major corporate deals making headlines every day. But the harsh reality is that most deals fail. Why? Because the companies didn't plan, didn't prepare, and didn't perform up to expectations.

They didn't think *beyond the deal*.

This revolutionary guide--written by two top consultants who've worked with some of the biggest companies in the world--goes beyond other books on the subject by giving you a complete, systematic "framework" of hands-on strategies for every step of the process. No matter which side of the acquisition you're on, what stage of the game you're at, or whatever level of management you're in, you will learn how to create new value for yourself, recognize new opportunities for your team--and inspire unprecedented levels of performance for your organization.

If you've got "the urge to merge" and the need to succeed, *Beyond the Deal* offers a wealth of ready-to-use tools and techniques, including:

- 6 essential keys to a smooth integration
- 4 steps to making a "quantum leap" in performance
- 3 common mistakes that lessen value
- 3 surefire ways to get your team on board
- Dozens of case examples, quizzes, checklists, and more

In addition to step-by-step planning strategies, the book shows you how to assess a company's full potential and--more specifically--how to motivate full-time workers as they face new challenges, take on new responsibilities, and work with new people. You'll also find crucial advice on corporate branding, customer service, company leadership, and knowledge management. And you'll be surprised to discover just how doable--and profitable--mergers and acquisitions can be. The book also includes self-questionnaires to test your "acquisition readiness," case-by-case examples of famous successes and notorious failures, and other tools.

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