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Mergers Acquisitions and Partnerships in China

Olivier Coispeau, St??phane Luo
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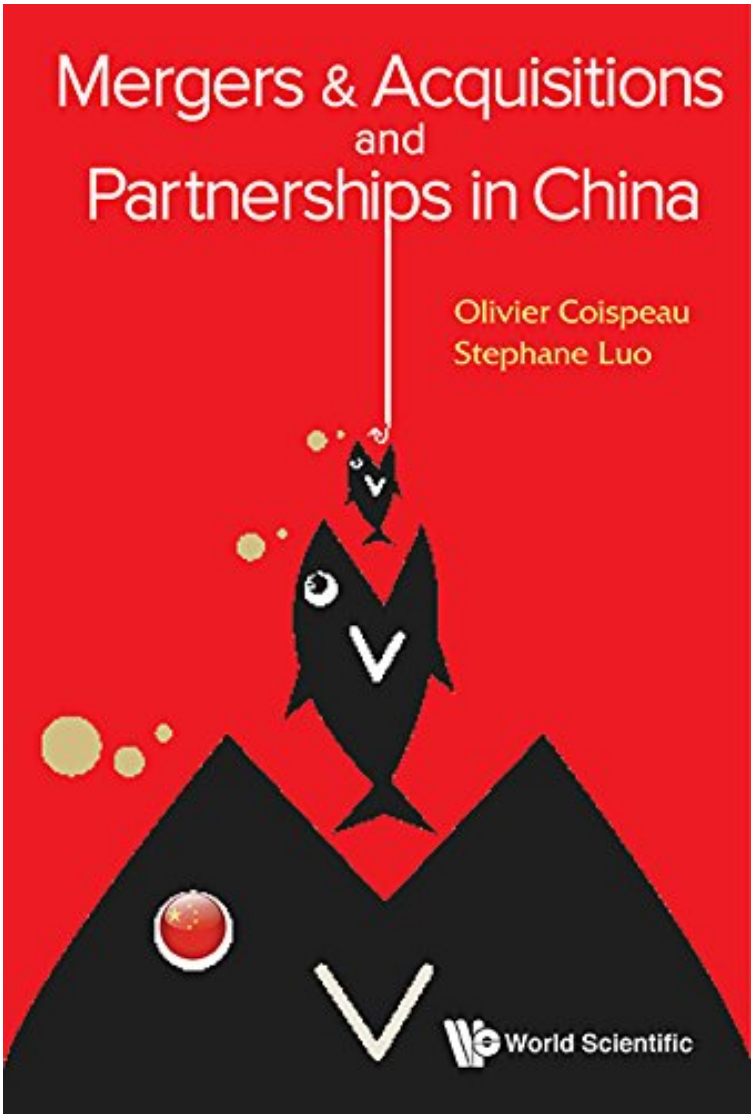

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Olivier Coispeau, St??phane Luo : Mergers Acquisitions and Partnerships in China before purchasing it in order to gage whether or not it would be worth my time, and all praised Mergers Acquisitions and Partnerships in China:

Mergers Acquisitions and Partnerships in China provides a fast and accessible framework to external growth in China, and is an attempt to accurately describe the main operative conditions and in particular the most common pitfalls for foreign businessmen. The business cases in this book illustrate real business situations, including different outcomes and a thorough analysis of the reasons for success or failure of the case. The authors provide all the necessary tools to

better master the negotiation and transaction process, and provide in particular, detailed explanation on the due diligence process and the regulatory framework to help readers successfully lead acquisitions in China. Written by well-known experts in finance, law, and management, who all have deep business knowledge of China, the book aims to help practitioners, such as law firms, audit and advisory firms, and entrepreneurs to start or grow their businesses in China through successful partnerships, and acquisitions and mergers by explaining how these aspects are regulated by a complex web of laws, regulatory, and political practices in a context where the state plays a key role in the approval of important transactions.

"This research is exceptional in many aspects. As the topic itself becomes more relevant than ever, this approach combines a thorough reminder of the key principles in any MA situation with their practical knowledge of the Chinese environment. This work is of direct academic interest while providing the necessary analysis usually provided with time but also a practical "handbook" for any player on any side of the deal." nbsp; Jean-Franccedil;ois Di Meglio President Asia Centre think tank, Paris"This text is a major contribution to understanding the mechanics of executing an MA in China. It is a detailed, technically comprehensive analysis of a complex process in a business environment that presents particular challenges to foreign investors. This book guides the business planners through all the challenging steps of this complex business strategy and will prove to be a major resource in avoiding what could turn out to be very costly errors." nbsp; Pr. Seamus Grimes Emeritus Professor Whitaker Institute National University of Ireland, Galway"This is indeed an unusual book on foreign investment in China. It provides a brand new framework and an in-depth analysis about the failures of MA conducted by foreign-owned enterprises. The authors obviously have a keen understanding of the China market and society based on a long and on-the-field experience. In a nutshell, this book is packed with interesting findings, it will bring a lot to those wishing to do business in China." nbsp; Dr. Wang Duanyong Associate Professor and Director of the Center for China Overseas Studies Shanghai International Studies University"This book provides multifaceted and essential answers to the questions that senior management, and their advisors, willing to design a proper growth strategy in China are facing on the challenge, the complexity and the risk of MA operations in China." nbsp; Pr. Yves Dolais Professor Paris 2, Aix-Marseille, Nantes Emeritus Dean of Angers Law Economics University Vice-President of France-China Business Law AssociationFrom the Inside FlapMergers Acquisitions and Partnerships in China provides a fast and accessible framework to external growth in China, and is an attempt to accurately describe the main operative conditions and in particular the most common pitfalls for foreign businessmen. The business cases in this book illustrate real business situations, including different outcomes and a thorough analysis of the reasons for success or failure of the case. The authors provide all the necessary tools to better master the negotiation and transaction process, and provide in particular, detailed explanation on the due diligence process and the regulatory framework to help readers successfully lead acquisitions in China. Written by well-known experts in finance, law, and management, who all have deep business knowledge of China, the book aims to help practitioners, such as law firms, audit and advisory firms, and entrepreneurs to start or grow their businesses in China through successful partnerships, and acquisitions and mergers by explaining how these aspects are regulated by a complex web of laws, regulatory, and political practices in a context where the state plays a key role in the approval of important transactions.About the AuthorOlivier Coispeau is the co-founder of Maverlinn, a strategy consulting firm specialized in growth acceleration and social impact projects. As a former investment banker and industrial strategy expert, he has engineered numerous industrial partnerships, and led many complex industrial projects and MA transactions for Fortune 500 and international clients. He is also a specialist in capital investment, and previously started and headed a number of technology investment funds in Europe. Aside from advising on industrial projects, he dedicates the rest of his time working in less-favoured areas on responsible leadership and social impact projects. He spent many years in China advising Chinese industry leaders for accelerating economic growth and has been living in China for about 8 years. He has been educated at Institut d'Etudes Politiques de Paris, University Paris IX Dauphine, and Stanford University. Steacute;phane Luo is a lawyer at the Paris Bar and specializes in mergers and acquisitions operations, as well as related matters of corporate law, tax law, and contract law for international projects. With over 20 years of field experience, he was an advocate for pre-eminent French and American law firms for more than fifteen years. He assisted many companies in large-scaled implementation and acquisition projects in China as well as their follow up. Steacute;phane Luo came back to Paris at the end of 2010 in order to support the trend of outbound investment from China to Europe, and continues to put his expertise in service of French and European companies, while dividing his time between France and China. Steacute;phane Luo is also a consultant for several law firms and French companies, and teaches Chinese corporate law at the Institut national des langues et civilizations orientales in Paris.