



# Due Diligence: Definitive Steps to Successful Business Combinations

*Denzil Rankine, Mark Bomer, Graham Stedman*

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Acquisitions are one of the most powerful tools in the business armoury, but they can also be positively dangerous. Conducting thorough due diligence is one of the most effective ways to reduce the risk involved in acquisition and investment, and to improve the chances of success. Due diligence is a term traditionally used for the review process applied to an acquisition. In recent times, the practice has evolved substantially and the level of detail and analysis now possible allows companies to take better development decisions. Well conducted due diligence can help a transaction to proceed smoothly, and can even enable companies to find ways of adding value to acquisitions and other partnerships. Any transaction is highly risky - at least 50% of acquisitions fail and numerous other partnerships end in disappointment and acrimony. Due diligence is the essential step to taking the risk out of deals and business partnerships. This book is a concise, comprehensive guide to the process, containing practical advice, accessible analysis, and case studies.

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