



Due Diligence Techniques and Analysis: Critical Questions for Business Decisions

By Gordon Bing

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For buyers of a business or anyone involved in any phase of the due diligence process, Gordon Bing provides a unique, comprehensive, one-volume source of information and guidance. His book will help investors research, evaluate, and understand an existing or proposed business not only from a financial standpoint, but also from equally important nonfinancial standpoints. It provides a full explanation of the due diligence process, including systematic methods to determine the information you need, why you need it, and how to get it. Keyed to each topic, chapter by chapter, is a full list of specific questions that should be asked during due diligence proceedings to be studied beforehand and carried with you as a valuable on-the-spot reference. A unique, practical resource for professionals and a hands-on text for students in business schools and upper division undergraduate courses in mergers and acquisitions.

Chapters 1 and 2 discuss how to plan, organize, and conduct due diligence. In Chapter 3, Bing shows how to construct a list of the information and documents you will need. Chapter 4, by M&A attorneys James W. Ryan and Robert C. Beasley, deals with the legal aspects, responsibilities, and perils of performing or failing to perform due diligence. From there the book focuses on specific areas of due diligence inquiry?including management, marketing, human resource and other important functions?and helps you develop your own tailor-made investigation best suited to the company you are studying. The book concludes with a unique checklist of all the questions explained earlier?a manual you can study beforehand and then carry with you into meetings on site.

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Editorial Review

About the Author

GORDON BING is a Houston-based independent consultant specializing in multi-million dollar acquisitions and mergers in a wide variety of industries since 1978. Prior to 1978 he was vice president of a public company managing an international acquisition and divestment program, and earlier an executive specializing in industrial relations and labor relations management. He is the author of two previous books, *Corporate Divestment* and *Corporate Acquisitions*.

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