

PART ONE

Chapter Questions

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Strategic Choices

1. What role, if any, does business strategy play in the acquisition process?
2. What are the critical criteria that might be used for an acquisition search or screening?
3. What are additional issues generated by cross-border transactions?
4. What are the critical elements of an acquisition document/recommendation?
5. How can joint ventures help solve strategy problems and serve as a surrogate for an acquisition?