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Sydney Prof Finkelstein, Cary L Prof Cooper

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The latest volume of *Advances in Mergers & Acquisitions* brings together the best research in acquisition strategy by leading scholars in the field of M&A. As more and more companies position themselves for growth and change in a fluctuating global financial climate this volume is a must for scholars and strategy specialists involved in the study or implementation of mergers and acquisitions. Contributions explore the "negotiation stage" of acquisition; the role of the customer; human impacts on the performance of a merger or acquisition; managing cross-border deals, and post-acquisition integration. Important new findings in this volume detail how non-financial considerations help to predict the success or failure of an acquisition strategy. It presents an extensive review of research from the last 30 years on how culture has a direct impact upon global deals and addresses the gap in academic research on how to bridge the organizational and national cultural differences which ultimately cause barriers between acquisition partners.



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