



M&A Coach: Value from Integration

Kaija Katariina Erkkila, Anneli Valpola

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The M&A Coach Book offers a variety of integration tools and checklists: The Integration tool is designed to improve M&A Integration success rate. The emphasis is on profound early planning and value creation. The Cooperation tool offers a neutral base for all parties of the Integration. The Study tool allows anyone interested in M&A Integration to study and prepare for a potential M&A case. The Reflection and active learning tool: Continuous learning is a key to improving the results of M&A activities. It is critical for companies where the mergers and acquisitions are a way to grow and improve the company's competitive edge.

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