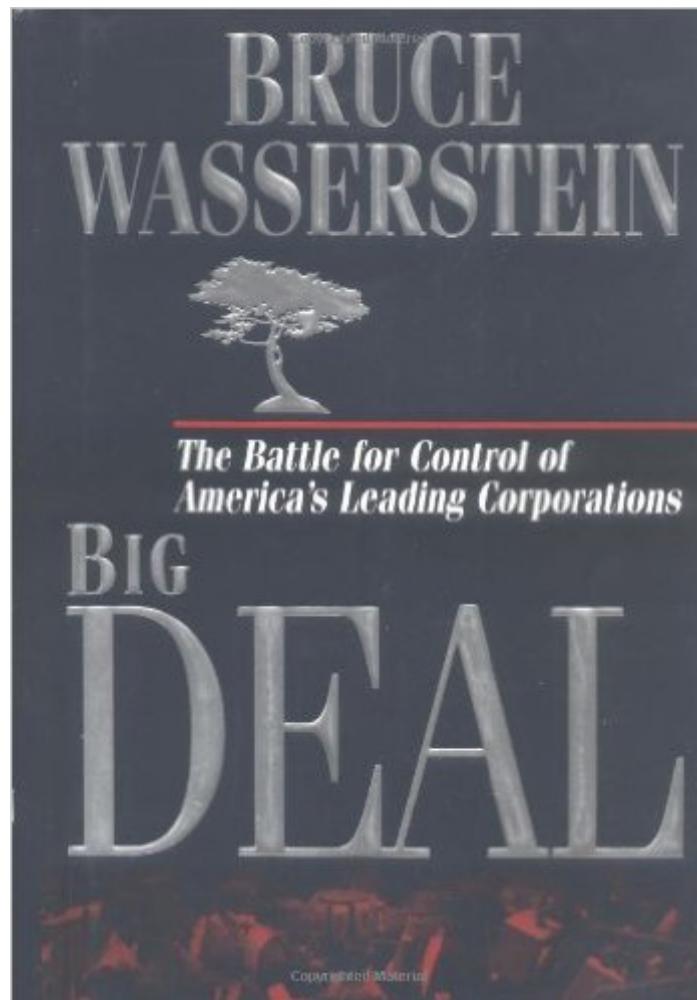


The book was found

Big Deal: The Battle For Control Of America's Leading Corporations



Synopsis

Known for his brilliant intellect and strategic innovations, Bruce Wasserstein has worked on over 1,000 deals and masterminded many of the biggest in history. Here, from blue chip America's "preferred advisor", is the deal process at its most intriguing, with special emphasis on the financial analysis behind the moves and countermoves and the tactical maneuvering required to hammer out agreements. The book's three parts present, in order, the history of mergers (including portraits of top players); a penetrating look at industries transformed by widespread M&A activity; and the battlefield tactics of implementation.

Book Information

Hardcover: 820 pages

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Average Customer Review: 4.0 out of 5 stars [See all reviews](#) (27 customer reviews)

Best Sellers Rank: #1,251,920 in Books (See Top 100 in Books) #268 in Books > Business & Money > Management & Leadership > Consolidation & Merger #23577 in Books > Business & Money > Economics

Customer Reviews

What an incredible resource! I bought this book because it was on the suggested reading list for a course on Corporate Control I took in the MBA program at the University of Michigan b-school. Yes, it is almost 900 pages long. Yes, some of the stories could use a bit of updating because of the recent events at places like Tyco and Worldcom. But so what? It is nice to have on record how people used to think and talk about these businesses and their CEOs. That little tiny caveat aside it is important to focus on everything you get in this really neat book. You get a history of the different waves of the M&A process throughout history, how it has evolved, the way it has developed in different industries and market sectors, and a rather nice analysis (in the broadest strokes) of what goes in planning and executing these deals. Throughout the book there are wonderful spotlights on the principle people in the history of M&A and little synopses of the more famous and important precedent setting deals. This aspect of the book is incredibly valuable. In order to make sense of

what we read about in the paper about mergers and acquisitions we need to know how we got here. This book provides an incredible amount of wonderful background material. Some complain that the book is long. I think it is amazing that he has put so much in only 900 pages. Amazingly compact! Mr. Wasserman, one of the industries movers and shakers (currently running Lazard), has organized this book in twenty-three chapters that are grouped in three large sections: (1) Past as Prelude, (2) The Strategic Challenge, and (3) Doing the Deal. Plus there is a nice bibliography (also grouped in according to these three sections) that can lead to further reading on the topics of interest to you.

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