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Due Diligence: Planning, Questions, Issues

Gordon Bing

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Gordon Bing : Due Diligence: Planning, Questions, Issues before purchasing it in order to gage whether or not it would be worth my time, and all praised Due Diligence: Planning, Questions, Issues:

1 of 1 people found the following review helpful. How to Use Due Diligence to Minimize the Risk of Buying RemorseBy Serge J. Van SteenkisteGordon Bing capitalizes on his 30 years of experience gained in facilitating the buying and selling of businesses to systematically describe the techniques, questions to ask, the documents to review, and subjects to explore during the due diligence process. This process is normally conducted during an agreed period of time after reaching a preliminary agreement and before signing a binding contract. After introducing his audience to the basics of the due diligence process, Mr. Bing explores over 40 subjects such as management, culture of the

business, liabilities, and off-balance sheet items. The author first gives the big picture to his readers by sharing his observations on each subject and by drawing their attention to the primary issues pertaining to this subject. Subsequently, Mr. Bing compiles a list of possible questions and procedures to use for dealing with the subject under discussion. Potential buyers of a business on sale can find inspiration in this book to build from scratch their own comprehensive checklists containing relevant questions and lists of appropriate documents to review. Alternatively, these buyers can rely on the author's expertise to tweak their existing checklists of questions and lists of documents to examine so that these tools are better tailored to the specific situation under review. Potential sellers of a business will also benefit from reading this book. They will gain a better understanding of what to expect during the due diligence performed by the potential buyers of their business on sale. Mr. Bing reminds his audience that the value of these tools ultimately depends on how well the information gathered is systematically preserved and actually reviewed by personnel with the skill and perceptiveness required to conduct the due diligence process. Although neophytes can benefit from reading this book, practitioners with a finance, accounting, and/or tax background will probably derive the most value from it. Readers will not find either numbers or examples to work through in this examination of the due diligence process. In summary, after going through this book, it will become very clear to anyone that the due diligence process should never be reduced to an examination of financial statements and interviews with a limited number of owners and/or executives.

0 of 0 people found the following review helpful. Not so practical,By Dirk Van De Put
Not so practical, mostly just questions to be asked over DD without any explanation on why and how to interpret the results
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People often fall in love with a business just as they fall in love with a house and forget to use their heads as well as their hearts to assess the property. Asking the right question at the right time can save potential buyers a bundle of money or help them avoid making a major mistake. In this completely revised edition of *Due Diligence Techniques and Analysis*, published in 1996, Bing breaks down the due-diligence process in detail and shows readers how to investigate, step-by-step, a business with an eye to buying or investing in it. In addition, the author identifies the techniques to employ, the questions to ask, the documents to review, and the issues to explore to reach intelligent conclusions about an acquisition. In a 30-year practice as a deal maker representing buyers and sellers, Bing knows where the bones are buried in many deals, providing invaluable insights and expert opinion readers can use to arm themselves when faced with a tough buying decision. Fifty chapters cover the different aspects of a typical business up for sale, such as ownership, management, marketing, accounting, environmental issues, and culture. The questions and topics discussed in each are preceded by commentary that highlights major areas for study, objectives, and common problems. In this book, you will find: The most comprehensive, powerful, up-to-date set of due-diligence questions ever assembled. Invaluable insights for those contemplating buying or investing in a business, new executives who need to get up to speed on a company or division, anyone conducting forensic investigations, and financiers wondering whether it's time to lend more or pull the plug. Most acquisitions that fail can be traced to failures of due diligence. This book will enable buyers to avoid problems and spot opportunities quickly, making business success much more likely.

"I have read your new book with admiration. The scope is encyclopaedic and it is a must for anyone involved in analysing any business for any purpose, nationally or internationally. Truly a masterclass in due diligence."-The Earl of Bessborough Director Business Development HSBC Private Bank (UK) Limited
"Due Diligence should be in the toolkit of any serious executive or consultant needing to know the facts about what's going on in a business. Whether considering an acquisition or improving the controls and performance of an existing company, this book provides the roadmap for assessing everything you need to know."-Mitch Rosenbleeth, Vice President Booz Allen Hamilton, Inc.
"This book will prove to be the definitive work on the subject of due diligence. It is thorough, readable, and organized in such a way as to be a useful "how to" for those of us engaged in corporate MA activity. We all know it is easier to simply buy a business than to buy it for the right price and the right terms. This book will certainly help the reader obtain the right terms."-Bruce Wilkinson, Chairman and CEO McDermott International, Inc.
"I have read your new book with admiration. The scope is encyclopaedic and it is a must for anyone involved in analysing any business for any purpose, nationally or internationally. Truly a masterclass in due diligence." (The Earl of Bessborough, Director Business Development, HSBC Private Bank (UK) Limited)
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About the Author Gordon Bing is a Houston-based independent consultant specializing in multimillion dollar acquisitions and mergers in a wide variety of industries. He is the author of numerous books, including *Corporate Divestment, Corporate Acquisitions, Due Diligence Techniques and Analysis* (Quorum, 1996), and *Selecting Your Employer* (Butterworth-Heinemann, 2006).