Reasons for Making Acquisitions: Learning and Developing New Capabilities

- Acquisitions may gain capabilities that the firm does not possess
- Acquisitions may be used to
 - acquire a special technological capability
 - broaden a firm's knowledge base
 - reduce inertia



<u>Making Acquisitions Work Learning From Companiesa</u> <u>Succebes And Failures</u>

David Mitchell, Garrick Holmes

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