PRACTICAL GUIDE TO BUYING A BUSINESS

LOCATING A BUSINESS, PERFORMING DUE DILIGENCE,
VALUING THE ENTERPRISE, RAISING FUNDS,
AND
CLOSING THE DEAL



Practical Guide To World Class Buying

M Carnoy

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A Practical Guide to World-class Buving Brian Farrington, Derek W. F. Waters, 1996-01-01 This is a practical guide to developing the skills techniques and activities of the world class buyer It is a highly accessible step by step guide to buying and is invaluable to professional buyers seeking the competitive edge as well as general managers who have a responsibility for buying and students seeking practical insight Readers are guided from the absolute basics through a series of increasingly complicated situations with frequent illustrations from real world examples and case studies. The book traces the development of a typical buyer from running the consumables and catalogue purchasing desk throught to capital and production purchasing and finally begins to move into strategic and international buying It is effectively a blueprint for becoming a world class buyer A practical guide to buyers of sewing machines, by the author of 'The history of the sewing machine, from the year 1750'. Practical guide, 1874 The Master Guide to Controllers' Best Practices Elaine Stattler, Joyce Anne Grabel, 2020-07-08 The essential guide for today's savvy controllers Today's controllers are in leadership roles that put them in the unique position to see across all aspects of the operations they support The Master Guide to Controllers Best Practices Second Edition has been revised and updated to provide controllers with the information they need to successfully monitor their organizations internal control environments and offer direction and consultation on internal control issues In addition the authors include guidance to help controllers carryout their responsibilities to ensure that all financial accounts are reviewed for reasonableness and are reconciled to supporting transactions as well as performing asset verification Comprehensive in scope the book contains the best practices for controllers and Reveals how to set the right tone within an organization and foster an ethical climate Includes information on risk management internal controls and fraud prevention Highlights the IT security controls with the key components of successful governance Examines the crucial role of the controller in corporate compliance and much more The Master Guide to Controllers Best Practices should be on the bookshelf of every controller who wants to ensure the well being of their organization In addition to their traditional financial role today s controllers no matter how large or small their organization are increasingly occupying top leadership positions The revised and updated Second Edition of The Master Guide to Controllers Best Practices provides an essential resource for becoming better skilled in such areas as strategic planning budgeting risk management and business intelligence Drawing on the most recent research on the topic informative case studies and tips from finance professionals the book highlights the most important challenges controllers will face Written for both new and seasoned controllers the Guide offers a wide range of effective tools that can be used to improve the skills of strategic planning budgeting forecasting and risk management The book also contains a resource for selecting the right employees who have the technical knowledge analytical expertise and strong people skills that will support the controller s role within an organization To advance overall corporate performance the authors reveal how to successfully align strategy risk

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