

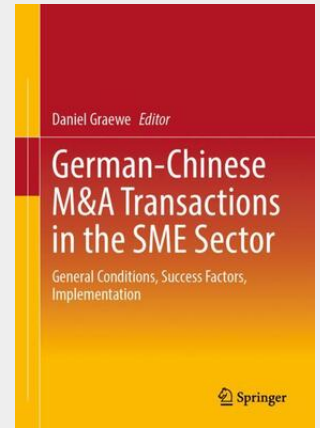
Graewe

German-Chinese M&A Transactions in the SME Sector

General Conditions, Success Factors, Implementation

M&A transactions are significantly more complex processes than the mere purchase and sale of goods - SMEs can quickly find themselves in unfamiliar territory - especially when it comes to multi-layered activities with players from completely different cultures, especially from China, as Germany's largest foreign trade partner. The need for knowledge in practice is correspondingly great. This edited volume therefore brings together, on a theoretical basis, the practical knowledge needed for the successful planning, implementation and integration of German-Chinese corporate takeovers in the SME sector. After a compact presentation of the economic background, cultural aspects of negotiation and regulatory framework conditions, the course of corporate transactions and their German-Chinese peculiarities are dealt with in detail. The book concludes with a guide to the core aspects of such transactions and an exemplary presentation of case studies. In generally understandable language and well illustrated, the success factors as well as possible stumbling blocks are revealed. A clearly structured and cleverly formulated handbook that every player should have at hand.

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