

# Mergerstat Control Premium Study 2013

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Review California (State). Estate Planning Institute, University of Georgia  
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a complete explanation of the issues that determine private firm value  
principles of private firm valuation combines recent academic research and  
practical real world experience to help readers better understand the  
multitude of factors that determine private firm value for the financial  
professional serving private firms who are increasingly being called upon to

give advice on issues related to firm valuation and deal structure this comprehensive guide discusses critical topics including how firms create value and how to measure it valuing control determining the size of the marketability discount creating transparency and the implications for value the value of tax pass through entities versus a c corporation determining transaction value and the valuation implications of fasb 141 purchase price accounting and 142 goodwill impairment dr stanley j feldman lowell ma is associate professor of finance at bentley college where he currently teaches courses incorporate finance with a focus on business valuation and business strategy at both the graduate and undergraduate levels he is a member of the fasb valuation resource group and is chairman and co-founder of axiom valuation solutions

this fifth edition simplifies a technical and complex area of practice with real world experience and examples expert author gary trugman's informal easy to read style covers all the bases in the various valuation approaches methods and techniques author note boxes throughout the publication draw on trugman's veteran practical experience to identify critical points in the content suitable for all experience levels you will find valuable information that will improve and fine tune your everyday activities

business valuation discounts and premiums second edition discounts and premiums do not just affect the value of a company they play a crucial role in influencing a host of other factors and conditions that can make or break a deal when it comes to business valuations it's the business appraiser's responsibility to be intimately knowledgeable with every aspect of discounts and premiums the different types the situations when they may or may not apply and how to quantify them in this newly updated edition of business valuation discounts and premiums shannon pratt one of the nation's most recognized and respected business valuation consultants brings together the latest collective wisdom and knowledge about all major business discounts and premiums addressing the three basic approaches to conducting a valuation the income approach the market approach and the asset approach shannon pratt deftly and logically details the different discounts or premiums that may be applicable depending on the basic valuation approach used and how the valuation approaches used affect the level clearly written and thorough business valuation discounts and premiums second edition provides business appraisers accountants attorneys and business owners with an arsenal of information for their professional toolkit that can be applied to every major evaluation case they might face in any deal this updated edition features timely comprehensive coverage on strategic acquisitions extensive empirical data pre ipo

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a comprehensive guide to the theory and application of valuation along with useful models tools and tips for analysts financial valuation applications and models provides authoritative reference and practical guidance on the appropriate defensible way to prepare and present business valuations with contributions by 30 top experts in the field this updated edition provides an essential resource for those seeking the most up to date methods with a strong emphasis on applications and models coverage includes the latest approaches to the valuation of closely held businesses nonpublic entities intangibles and other assets with comprehensive discussion on valuation theory a consensus view on application and the tools to make it happen this 5th edition has been revised throughout introducing new and extended coverage of essential topics like s corps discounts for lack of marketability cost of capital resources cash flow methods depositions and trials and more packed with examples checklists and models to help navigate valuation projects this book is an excellent practical tool for working professionals it also provides hundreds of expert tips and best practices in clear easy to follow language the companion website provides access to extensive appendix materials and the perspectives of valuation thought leaders add critical insight learn the art and science of estimating the value of businesses including closely held businesses and nonpublic entities determine the monetary value of intangible assets like goodwill intellectual property and brand recognition update your knowledge with the latest valuation methods approaches and tools use checklists templates models and examples to make your valuations easier business valuation analysts cpas appraisers and attorneys as well as anyone aspiring to those careers will appreciate the comprehensive theory and thorough practical guidance in financial valuation applications and models

capitalize on all the latest legal financial and compliance information needed to analyze and appraise any business for over 25 years valuing a business has provided professionals and students with expert business valuation information offering clear concise coverage of valuation principles

and methods over the decades the book's unsurpassed explanations of all valuation issues have made it the definitive text in the field against which every other business valuation book is measured now updated with new legal financial and compliance material the fifth edition of *Valuing a Business* presents detailed answers to virtually all valuation questions ranging from executive compensation and lost profits analysis to esop issues and valuation discounts written by Shannon Pratt one of the world's leading authorities on business valuation this updated classic offers a complete one stop compendium of information on the full range of valuation concepts and methods *Valuing a Business* contains step by step discussions and analyses of business valuation standards and credentials defining the assignment business valuation theory and principles gathering company data site visits and interviews researching economic and industry information analyzing financial statements financial statement ratio analysis income market and asset based approaches to valuation the capitalized excess earnings method premiums and discounts writing and reviewing business valuation reports valuing debt securities preferred stock stock options and s corporation stock valuations for estate and gift tax purposes buy sell agreements valuations for income tax purposes valuation with employee stock ownership plans valuations for ad valorem taxation dissenting stockholder and minority oppression actions valuations for marital dissolution purposes litigation support services expert testimony arbitration and mediation this landmark reference also presents a wealth of recent court cases for each valuation area which together provide a comprehensive overview of all the legal rulings and trends in the field of business valuation

the book serves three purposes a comprehensive reference and update for currently active business appraisers a complete self contained text for both academic courses and beginning practitioners and an easy to use reference for nonappraisers who use and or evaluate business appraisals updated and revised *Valuing a Business* third edition includes theoretical principles and practical techniques for effective business valuation including the valuation of limited liability corporations s corporations and partnerships greatly expanded treatment of valuation approaches and methods new and expanded chapters on minority control and lack of marketability issues a new checklist on reviewing a valuation report designed for nonappraisers as well as active practitioners hundreds of new data sources and bibliographical references dozens of additional court case references a new three chapter section on valuing intangible assets and new chapters on valuations for ad valorem taxes and income tax planning

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