

M&A – TODAY’S TOP 30 SELF-ASSESSMENT QUESTIONS – Corporate

1. Our company has developed core-capabilities for mergers and acquisitions.
2. Our organizations leadership team is well aligned on our overall merger and acquisition strategy.
3. Our organization has effectively avoided cultural conflicts during mergers and acquisitions.
4. Historically, our merger and acquisition investments have achieved their goals.
5. Our organization can effectively identify strategically appropriate mergers and acquisitions.
6. Our organization is prepared to implement its growth strategy.
7. Our organization successfully integrates new acquisitions.
8. Our organization has the resources to absorb new acquisitions without disrupting our on-going business.
9. Our organization invests significant time and resources in developing the expertise of our acquisition leaders.
10. Our organization has the expertise to manage the integration of merger and acquisition technology platforms.
11. Our organization is well suited to attempt large complex merger and acquisition investments.
12. Managers with integration responsibilities have solid backgrounds and training in mergers and acquisitions.
13. Our organization has highly effective tools for organizing, tracking, and managing the tasks in mergers and acquisitions.
14. Our organization pays significant attention to cultural issues prior to making an acquisition.



15. Our organization knows how to manage the distractions a merger can provoke.
16. We have tools to manage the employee uncertainty that comes with being acquired.
17. Relative to our industry, we are “best-in-class” in identifying, closing and executing our merger and acquisition investments.
18. Our organization has a successful process for assessing and retaining top talent gained from an acquisition.
19. Our organization has effective communication programs for mergers and acquisitions.
20. Our mergers and acquisitions are completed quickly.
21. Our organization’s due diligence process minimizes surprises after closing.
22. Our organization has a formal process and toolset for performing due diligence.
23. Our organization has a formal process for bridging from diligence to integration.
24. Our organization knows how to properly budget and control costs for every phase of the deal (Strategy, Transaction, Pre-announce, Pre-close, Post-close).
25. Our organization carefully examines how the merging management teams will work together.
26. Our organization is effective at leveraging the acquired company’s talent on our merger and acquisition teams.
27. Our organization has clear metrics for measuring the success of mergers and acquisitions.
28. We have a complete integration strategy framework developed before the Announcement.
29. Our organization knows how to evaluate the risk of failure in any given merger and acquisition (Cost, Time Required, Cultural differences).
30. Our organization dedicates full-time, highly experienced merger and acquisition experts to manage the integration process.

