Good Diligence Gone Bad: Common Due Diligence Mistakes to Avoid

1. **Transaction Myopia:** Focus is exclusively on doing the deal and fails to address essential integration and operational issues

2. **Financial Myopia:** Due diligence is too narrow and limited only to the core essentials: financial, legal and tax. Fails to include: operational, cultural, strategic, and organizational capability issues

3. **Checklist Myopia:** Over-reliance on completing check lists and data collection rather than developing insight on where the value will be created or destroyed

4. **Lack of Senior Executive Involvement:** Delegate the due diligence to junior resources with no ongoing role

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5. **Lack of strategic context:** Competitive, market, business model, synergy and pro forma business plan / forecast issues put off until too late

6. **Disconnected from the Integration:** Due diligence resources are silo-ed and inadequate linkages to integration planning cause critical knowledge and nuances to be lost

7. **Stand-alone Assessment:** Conduct the due diligence as though it is going to be a stand-alone business as opposed to being integrated into the acquiring company: failure to look at the business fit

8. **"*One-Size-Fits-All*":** Treat every transaction the same without understanding the "Deal-type DNA," transaction type, or unique value / risk opportunities that require custom handling

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