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## HBR Guide to Buying a Small Business: Think Big, Buy Small, Own Your Own Company (HBR Guide Series)

*Richard S. Ruback, Royce Yudkoff*  
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**Richard S. Ruback, Royce Yudkoff : HBR Guide to Buying a Small Business: Think Big, Buy Small, Own Your Own Company (HBR Guide Series)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised HBR Guide to Buying a Small Business: Think Big, Buy Small, Own Your Own Company (HBR Guide Series):

1 of 1 people found the following review helpful. Great read and reference tool  
By David L. Sherzer  
This is a very comprehensive and useful book. It takes the reader chronologically through the business-buying process, making it both enjoyable to read from front to back but also very useful as a quick-reference tool for various aspects of the process. Only negative is that I don't think they spend enough time on the downside of buying a business. They talk about the dangers of not finding one to buy, but they don't paint a thorough or realistic enough picture of how tough it can be once you're in it, especially if a crisis hits. But overall - a great tool and highly recommended.  
0 of 0 people found the following review helpful. Makes for a good text book  
By Jonathan Encarnacion  
Makes for a good text book, however, it seems to me that the intended audience is the ivy league type entrepreneur. The book is written from a Harvard perspective and once you look at the kind of number\$ they budget for acquisition, you'll understand. I've read it, and have taken away some questions to ask when starting to acquire a biz, however, I'm sure there are more practical books out there.  
0 of 0 people found the following review helpful. Look no further and pick up a copy  
By Brian G. Loher  
This book provides a clear strategy and detailed road map for acquiring a business that readers will be able to apply after completing the book. The book offers best practices on deal sourcing, assessing, funding, and structuring the deal, all the way through the acquisition, and the first couple of weeks into the transition. The authors devote a good portion of the book on performing deal assessments and outlines key business and risk avoidance success criteria for measuring acquisition target companies. If you have come across this review, read no further. Save yourself the time and pick up the book.

Are you looking for an alternative to a career path at a big firm? Does founding your own start-up seem too risky? There is a radical third path open to you: You can buy a small business and run it as CEO. Purchasing a small company offers significant financial rewards; as well as personal and professional fulfillment. Leading a firm means you can be your own boss, put your executive skills to work, fashion a company environment that meets your own needs, and profit directly from your success. But finding the right business to buy and closing the deal isn't always easy. In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you:  
Determine if this path is right for you  
Raise capital for your acquisition  
Find and evaluate the right prospects  
Avoid the pitfalls that could derail your search  
Understand why a "dull" business might be the best investment  
Negotiate a potential deal with the seller  
Avoid deals that fall through at the last minute

About the Author  
After working in the radio/production field for fifteen years, BRIAN HOLSOPPLE has been a full-time voiceover artist for well over a decade. In addition to audiobooks, he has done work for The Discovery Channel, the FBI, the US Army, and others. He is the voice of Thomas Jefferson in the official Park Service program at the Mount Rushmore National Monument.