King / Bansal

Navigating Stakeholder Dynamics Surrounding Acquisitions

Assessing Conflicting Interests and Impacts



This book examines various stakeholder perspectives and actions that impact the performance of an acquiring firm. Among the perspectives that the book will explore are those of suppliers, customers, competitors, and society. By integrating information on stakeholder impacts and reactions to acquisitions, this volume offers insights into why acquisitions often fall short of their intended goals. For strategy researchers, it will identify paths of scholarly investigation to better understand why is critical for managers implementing firm strategies.

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