



Institute of Directors 'GROWING BUSINESS HANDBOOK'

Hot off the press (as they say!) is a new handbook from the IoD aimed directly at the management team of companies that wish to grow. Obviously one of the key ways to gain strategic growth is through acquisition, so it is no surprise that there is a large section on the subject, as well as many references to the topic in other parts of the 394 page handbook, which has been published jointly with the University of Strathclyde Business School and Kogan Page. The editor is Adam Jolly. It is equally no surprise that one of the contributors is our very own Dr Mike Sweeting. Mike was asked to write about '**Acquisitions That Work**', which he covers with his trademark humour and insight. The chapter is his attempt to convey what are the true friends and enemies of an effective deal. The 'Growing Business Handbook' is available direct from Acquisitions International for £25.00 plus P&P (£28.00 in total). Here are some reviews of the book from the quality press:

"Combines expert comment...with the stories of the experience of people who have been through the process" The Independent on Sunday

"Filled with articles from experts in the private sector providing advice to small-and-medium-sized companies on techniques to expand their business." Business & Finance UK

