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Chapter 1 : Due Diligence Techniques and Analysis by Gordon Bing - Praeger - ABC-CLIO

*Due Diligence Techniques and Analysis: Critical Questions for Business Decisions [Gordon Bing] on calendrierdelascience.com *FREE* shipping on qualifying offers. For buyers of a business or anyone involved in any phase of the due diligence process, Gordon Bing provides a unique.*

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Chapter 2 : Due Diligence Techniques and Analysis : Gordon Bing :

For buyers of a business or anyone involved in any phase of the due diligence process, Gordon Bing provides a unique, comprehensive, one-volume source of information and guidance. His book will help investors research, evaluate, and understand an existing or proposed business not only from a.

Fees Why Choose this Training Course? This 5-day Phase 1 Petroknowledge training course is concerned with one of the most important activities in the development of oil and gas business â€" critical analysis and evaluation of potential investors and partners. The oil and gas industries are becoming more complex in structure, technology, competition and strategic choice. Due diligence is multi-dimensional. It is based on an understanding of needs and objectives of potential investors and partners; their decision criteria; their compatibility with the strategic and operational objectives of our own company; and finally it requires a structured process by which attraction and integration of new investors and partners can be accomplished effectively in order to sustain continuous improvement in the profitable growth of the company. This Petroknowledge training course will highlight the following key topics. The changing dynamics of the global oil and gas business Due diligence in financial appraisal of potential investors and partners Due diligence in non-financial appraisal of potential investors and partners The specific challenges of partnering in alliances and joint ventures Best practice in managing investor and partner relationships Training Objectives At the end of Petroknowledge training course, you will learn how to: Identify the precise characteristics of new investors and partners Evaluate the past performance and future potential of new investors and partners Select and engage with new investors and partners Anticipate and deal with the challenges of integrating new investors and partners Measure the strategic impact of adding the new relationships Target Audience Who is this Training Course for? This Petroknowledge training course is designed to be relevant for a very wide range of experienced professionals - for example the following categories of managers: The training process is based on a carefully planned combination of highly focused inputs by the training course leader, using a balanced set of state-of-the-art presentation mechanisms. The emphasis will be on learning by examining major decisions in which the use of best practice principles of due diligence has been critical. Above all, the principles and approaches to this subject will be illustrated by reference to real-life organisations with which the training course leader has been personally involved. In addition delegates will be encouraged to introduce issues for open discussion and creative thought. Specifically, we will use the following training methods. Extending the boundaries of individual and team potential Improved creativity in developing the business Detailed understanding of the tools and techniques of due diligence Greater confidence in managing partnership relationships Applying collaborative approaches in sustaining profitable growth Introducing best practice in due diligence to all teams Daily Agenda Phase 1 is concerned with the basics of due diligence with a focus on tools and techniques of due diligence analysis. The basics of due diligence in the oil and gas business The changing dynamics of the global oil and gas business The strategic relevance of due diligence in market analysis The strategic relevance of due diligence in financial management The strategic relevance of due diligence in merger and acquisition The strategic relevance of due diligence in business planning Day Two: The basics of due diligence in market analysis Market analysis 1 â€" data search and business intelligence Market analysis 2 â€" analytical tools and techniques How attractive is the market sector that we are evaluating? How strong is our performance in this market sector? What is the potential for sustainable profitable growth? The basics of due diligence in financial management Profit and loss statement â€" what this signifies Balance sheet â€" what this signifies Cash flow statement â€" what this signifies Evaluating the financial anatomy â€" structure and gearing Evaluating the financial anatomy â€" robustness and sustainability Due diligence in evaluating merger and acquisition opportunities Day Four: Using the outputs of due diligence in strategic planning What is strategy and why is it important?

Chapter 3 : Due Diligence Report - What Questions Need To Be Answered

Due Diligence Techniques and Analysis has 8 ratings and 0 reviews. For buyers of a business or anyone involved in any phase of the due diligence process.

Securities dealers and brokers became responsible for fully disclosing material information related to the instruments they were selling. Failing to disclose this information to potential investors made dealers and brokers liable for criminal prosecution. However, creators of the Act understood that requiring full disclosure left the securities dealers and brokers vulnerable to unfair prosecution if they did not disclose a material fact they did not possess or could not have known at the time of sale. As a means of protecting them, the Act included a legal defense that stated that as long as the dealers and brokers exercised "due diligence" when investigating companies whose equities they were selling, and fully disclosed their results to investors, they would not be held liable for information not discovered during the investigation. A standard part of an initial public offering is the due diligence meeting, a process of careful investigation by an underwriter to ensure that all material information pertinent to the security issue has been disclosed to prospective investors. Before issuing a final prospectus , the underwriter, issuer and other individuals involved such as accountants, syndicate members, and attorneys ,will gather to discuss whether the underwriter and issuer have exercised due diligence toward state and federal securities laws. The Due Diligence Process Below are detailed steps for individual investors undertaking due diligence. Most are related to equities, but aspects of these considerations can apply to debt instruments , real estate and other investments as well. For example, large cap and mega cap companies tend to have more stable revenue streams and a large more diverse investor base, both of which generally equate to less volatility. Mid cap and small cap companies, meanwhile, may only serve single areas of the market, and may have more fluctuations in their stock price and earnings. When you start to examine revenue and profit figures, the market cap will give you some perspective. Conversely, the largest, most expensive real estate in any market is generally less liquid than more average-priced properties. You should also confirm one other vital fact on this first check: What stock exchange do the shares trade on? Or, are they American depositary receipts ADRs with another listing on a foreign exchange? ADRs will typically have the letters "ADR" written somewhere in the reported title of the share listing. This information along with market cap should help answer basic questions like whether you can own the shares in your current investment accounts. Revenue, Profit, and Margin Trends When beginning to look at the numbers, it may be best to start with the revenue and profit margin RPM trends. Look up the revenue and net income trends for the past two years at a general finance website. These should have links to quarterly for the past 12 months and annual reports past two to three years. Profit margins should also be reviewed to see if they are generally rising, falling, or remaining the same. This information will come into play more during the next step. Every company is partially defined by its competition. Compare the margins of two or three competitors. Looking at the major competitors in each line of business if there is more than one may help you nail down just how big the end markets for products are. Is the company a leader in its industry? Is its industry growing overall, and could its position in the field change? Sometimes just reading about some of the competitors may help to understand what your target company does. Note any large discrepancies between competitors for further review. While earnings can and will have some volatility even at the most stable companies , valuations based on trailing earnings or on current estimates are a yardstick that allows instant comparison to broad market multiples or direct competitors. Basic " growth stock " versus " value stock " distinctions can be made here, along with a general sense of how much expectation is built into the company. Investors in real estate sometimes examine the cost to replace a building as compared to the value of the entire property. These multiples highlight the valuation of the company as it relates to its debt, annual revenues, and balance sheet. Because ranges in these values differ from industry to industry, reviewing the same figures for some competitors or peers is a critical step. Finally, the PEG ratio brings into account the expectations for future earnings growth, and how it compares to the current earnings multiple. In some areas this ratio may be less than one, while in others it may be as much as 10 or higher. Stocks with PEG ratios close to one are considered fairly valued under normal market conditions. Management and Share Ownership Is the company still run by its founders? Or has management and the board shuffled in a lot of new faces? The age of the company is a big factor here, as younger companies tend to have more of the founding members still around. Also look to see if founders and managers hold a high proportion of shares, and what amount of the float is held by institutions. Institutional ownership percentages indicate how much analyst coverage the company is getting, as well as factors influencing trade volumes. Consider high personal ownership by top managers as a plus, and low ownership a potential red flag. Balance Sheet Exam Many articles could easily be devoted to just the balance sheet, but for our initial due diligence purposes, a cursory exam will do. Look up a consolidated balance sheet to see the overall level of assets and liabilities, paying special attention to cash levels the ability to pay short-term liabilities and the amount of long-term debt held by the company. But what are agency ratings for its corporate bonds? And does the company generate enough cash to service its debt and pay any dividends? Some companies and industries as a whole are very capital intensive , while others require little more than the basics of employees, equipment, and a novel idea to get up and running. Look at the debt-to-equity ratio to see how much positive equity the company has going for it; you can then compare this with the competitors to put the metric into better perspective. The company could be preparing for a new product launch, accumulating retained earnings or simply whittling away at precious capital resources. What you see should start to have some deeper perspective after having reviewed the recent profit trends. Has the stock price been choppy and volatile, or smooth and steady? What was the price three and six months and one, two, three, five and 10 years ago? Is it rising or falling? Does this history match its profit trends? All this outlines what kind of profit experience the average owner of the stock has seen, which can influence future stock movement. Stocks that are continuously volatile tend to have short-term shareholders, which can add extra risk factors to certain investors. Quarterly SEC filings are required to show all outstanding stock options as well as the conversion expectations given a range of future stock prices. Use this to help understand how the share count could change under different price scenarios. Are there any insider lock-up expirations on the horizon? Is it conceivable that the company may complete a secondary offering? While employee stock options are potentially a powerful motivator, watch out for shady practices like re-issuing of underwater options or any formal investigations that have been made into illegal practices like options backdating. With real estate, look to see if there is any inventory that could be brought to market nearby? Expectations This is a sort of a catch-all, and requires some extra digging. Investors should find out what the consensus of Wall Street analysts for earnings growth, revenue and profit estimates are for the next two to three years. For real estate, what is the opinion of professionals regarding future price trends and interest rates? Make sure to understand both industry-wide risks and company-specific ones. Are there outstanding legal or regulatory matters, or just a spotty history with management? Is the company eco-friendly? What is the worst case scenario? If a new product fails or a competitor brings a new and better product forward, how would this affect the company? How does an investing plan manage downside risk? For real estate, how would a jump in interest rates affect the ability to carry a mortgage on a property? Due Diligence Basics for Startup Investments When considering investing in a startup , follow the above-mentioned steps where applicable. But here are some startup-specific moves, reflecting the high level of risk this sort of enterprise carries. Include an exit strategy: Plan your divestment strategy to recover your funds should the business fail. Consider entering into a partnership: Partners split the capital and risk among themselves. Thus, there is a lower risk, and you lose fewer resources should the business fail in the first few years. Figure out the harvest strategy for your investment: Promising businesses may fail due to a change in technology, government policy or the market. Be on the lookout for new trends, technologies and brands, and harvest when you find that the business may not thrive with the introduction of new factors in the market. Choose a startup with promising products: Since most investments are harvested after five years, it is advisable to invest in products that have an increasing return on investment ROI for that period. Furthermore, look at the growth plan of the business, and evaluate whether it is viable. This is colloquially known as hard due diligence. Hard due diligence, which is driven by mathematics and legalities, is susceptible to rosy interpretations by eager salespeople. Soft due diligence acts as a counterbalance when the numbers are being manipulated â€" or overemphasized. It is easy to quantify organizational data, so in planning acquisitions, corporations traditionally focused on the hard numbers. But the fact remains there are many drivers of business success that numbers cannot fully capture, such as employee relationships, corporate culture and leadership. For example, one set of a productive workforce may do very well under existing leadership, but might suddenly struggle with an unfamiliar management style. Contemporary business analysis calls this element " human capital. In , the Harvard Business Review dedicated part of its April Issue to what it called "human capital due diligence," warning that companies ignore it at their peril. The Critical Stage in Mergers and Acquisitions. In sectors such as technology or manufacturing, additional focus is placed on intellectual property and physical capital. Other examples of hard due diligence activities include: Performing Soft Due Diligence Conducting soft due diligence is not an exact science. Some acquiring firms treat it very formally, including it as an official stage of the pre-deal phase.

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Chapter 4 : Due Diligence: Planning, Questions, Issues - Gordon Bing - Google Books

due diligence techniques and analysis Thu, 25 Oct GMT due diligence techniques and analysis pdf - Due Diligence Techniques and Analysis: Critical.

For individual investors, doing due diligence on a security is voluntary, but recommended. The steps are organized so that each new piece of information will build upon what has been previously learned. In the end, following these steps will give you a balanced view of the pros and cons of your investment idea, and allow you to make a rational, logical decision. The Capitalization of the Company It really helps to form a mental picture or diagram of a newly researched company and the first step is to determine just how big the company is. For example, large-cap and mega-cap companies tend to have more stable revenue streams and less volatility. Mid-cap and small-cap companies, meanwhile, may only serve single areas of the market, and may have more fluctuations in their stock price and earnings. No judgments should be made at this step; we are just accumulating information that will set the stage for everything to come. When you start to examine revenue and profit figures, the market cap will give you some perspective. You should also confirm one other vital fact on this first check: Or, are they American depositary receipts ADRs with another listing on a foreign exchange? ADRs will typically have the letters "ADR" written somewhere in the reported title of the share listing. This information along with market cap should help answer basic questions like whether you can own the shares in your current investment accounts. These sources should have links to quarterly for the past 12 months and annual reports past three years. Margins should also be reviewed to see if they are generally rising, falling, or remaining the same. This information will come into play more during the next step. Compare the margins of two or three competitors. Every company is partially defined by who it competes with. 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Finally, the PEG ratio brings into account the expectations for future earnings growth, and how it compares to the current earnings multiple. Stocks with PEG ratios close to 1 are considered fairly valued under normal market conditions. Management and Share Ownership Is the company still run by its founders? Or has management and the board shuffled in a lot of new faces? The age of the company is a big factor here, as younger companies tend to have more of the founding members still around. Also look to see if founders and managers hold a high proportion of shares, and what amount of the float is held by institutions. Institutional ownership percentages indicate how much analyst coverage the company is getting as well as factors influencing trade volumes. Consider high personal ownership by top managers as a plus, and low ownership a potential red flag. Shareholders tend to be best served when the people running the company have a stake in the performance of the stock. Balance Sheet Exam Many articles could easily be devoted to just the balance sheet, but for our initial due diligence purposes, a cursory exam will do. Look up a consolidated balance sheet to see the overall level of assets and liabilities, paying special attention to cash levels the ability to pay short-term liabilities and the amount of long-term debt held by the company. A lot of debt is not necessarily a bad thing, and depends more on the business model than anything else. Some companies and industries as a whole are very capital intensive , while others require little more than the basics of employees, equipment and a novel idea to get up and running. Look at the debt-to-equity ratio to see how much positive equity the company has going for it; you can then compare this with the competitors to put the metric into better perspective. The company could be preparing for a new product launch, accumulating retained earnings or simply whittling away at precious capital resources. What you see should start to have some deeper perspective after having reviewed the recent profit trends. Has the stock price been choppy and volatile, or smooth and steady? This outlines what kind of profit experience the average owner of the stock has seen, which can influence future stock movement. Stocks that are continuously volatile tend to have short-term shareholders, which can add extra risk factors to certain investors. Quarterly SEC filings are required to show all outstanding stock options as well as the conversion expectations given a range of future stock prices. Use this to help understand how the share count could change under different price scenarios. While employee stock options are potentially a powerful motivator, watch out for shady practices like re-issuing of "underwater" options or any formal investigations that have been made into illegal practices like options backdating. Investors should find out what the consensus revenue and profit estimates are for the next two to three years, long-term trends affecting the industry and company specific details about partnerships, joint ventures , intellectual property , and new products and services. Make sure to understand both industry-wide risks and company-specific ones. Are there outstanding legal or regulatory matters, or just a spotty history with management? Is the company eco-friendly? Veteran investors will throw many more investment ideas and cocktail napkins into the trash bin than they will keep for further review, so never be afraid to start over with a fresh idea and a new company. There are literally tens of thousands of companies out there to choose from. Trading Center Want to learn how to invest? Get a free 10 week email series that will teach you how to start investing. Delivered twice a week, straight to your inbox.

Chapter 5 : Due Diligence Techniques and Analysis: Critical Questions for Business Decisions by Gordon I

Due diligence Due Diligence Due diligence is a process of verification, investigation, or audit of a potential deal or investment opportunity to confirm all facts, financial information, and to verify anything else that was brought up during an M&A deal or investment process.

Contact Us Due Diligence Forensic Options provides companies with a comprehensive suite of due diligence and business intelligence solutions so they can better protect their investments and make critical business decisions with confidence. Whether you are evaluating investments, entering new markets, vetting third parties or satisfying regulatory requirements, we offer a broad spectrum of consultative and programmatic solutions to address your specific needs. Our team is comprised of former prosecutors and members of law enforcement and investigative agencies, forensic accountants, financial analysts, computer and cyber-crime professionals, corporate governance specialists, former business journalists and litigation consultants. The diversity of professionals at Forensic Options enables us to bring to our cases complementary and sophisticated fact-finding techniques and analytical methodologies. Our professionals bring real-world insights to each assignment and an unparalleled ability to turn raw information into meaningful business intelligence. Our Due Diligence practice specializes in: Forensic Due Diligence Whether considering a merger or acquisition, participating in a joint venture or entering a new marketplace, our forensic due diligence analysis enables clients to assess the financial health of a target opportunity in several ways, from market intelligence to a specific transactional-level review and evaluation of internal controls. In addition to conducting investigative due diligence on principals and their associates, our financial investigations teams can undertake forensic due diligence on an organization, providing a review of financial transactions, accounting, compliance and operations. Our specialists are experts in identifying and assessing questionable transactions and risk areas as the first line of defense in preventing and detecting fraud, financial crimes or potential sanctions-related issues. Our services include investigating, analyzing and verifying significant information, such as: Regulatory history, sanctions and violations Criminal proceedings and civil litigation Corporate, partnership and other business records Property and other asset-related sources Professional and educational history Personal and business reputations Transaction testing and verification of supporting documentation We tailor our investigative due diligence to each client and their specific needs, and our work entails a thorough review and analysis of public records and inquiries of human sources. As such, we conduct onsite research and analyze this information to identify risks. Third Party Due Diligence From distributors and sales agents to consultants and prospective joint venture partners, local third parties are often necessary to conduct business around the globe. Understanding these partners is vital to mitigating corporate risk abroad and at home. Indeed, many government enforcement and regulatory agencies have established that companies and individuals can be criminally and civilly be liable for the actions of third parties, and they have made it clear that a risk-based third party due diligence and ongoing monitoring program is an essential component of a healthy compliance program. Compliance professionals continue to ask themselves: What level of due diligence is adequate? How can I possibly monitor hundreds of partners? Where should I allocate my limited compliance resources? How can I automate my third party due? Removes the uncertainty and eliminates the arbitrary approach to due diligence employed by many companies Enables companies to centrally manage third parties through an interactive and customizable web-based platform Includes a proprietary risk profiling methodology customized for each business model to ensure an appropriate level of due diligence is performed on the highest risk third parties while limiting the cost and administrative burden for lower risk partners Tracks the results of risk-based due diligence efforts while maintaining related documentation for ease of review and monitoring Allows for baseline due diligence to be conducted inside the application, and continually monitors third parties with daily checks against a comprehensive database of global enforcement activity, watch lists, PEPs, and media coverage. We help clients onboard and manage the risks associated with new customers and third parties and ensure that we offer the right level of screening and background checks based on the risks inherent in the opportunity â€” from screening against sanctions and government watch lists to assess the reputation through review of public records and local human intelligence and source inquiries. Cheap internet-based background tools provide consumers with an overwhelming amount of information that often includes hundreds of non-relevant and unrelated pieces of information. These tools often access information on individuals who are not part of your background check. These unreliable tools can lead you to make decisions based on incorrect information. Our background checks begin with verifying the subject s to be investigated. Our reports are easy to understand and highlight only the relevant information. All of our reports are compiled by an experienced and licensed private investigator, not a computer.

Chapter 6 : Merger and Acquisition Software Technical Due Diligence | Flexera

For buyers of a business or anyone involved in any phase of the due diligence process, Gordon Bing provides a unique, comprehensive, one-volume source of information and guidance.

Chapter 7 : Due Diligence â€“ Forensic Options

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Chapter 8 : Due Diligence In 10 Easy Steps

Due diligence is defined as an investigation of a potential investment or product to confirm all facts, such as reviewing all financial records, plus anything else deemed material. For individual.

Chapter 9 : Due Diligence in Oil and Gas Development (Phase 1) training - PetroKnowledge

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