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(Entrepreneurship the Management of Growing Enterprises)

# Investigating Entrepreneurial Opportunities: A Practical Guide for Due Diligence (Entrepreneurship the Management of Growing Enterprises)

*Richard P., II Green, James J. Carroll*  
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## INVESTIGATING ENTREPRENEURIAL OPPORTUNITIES

A Practical Guide  
for Due Diligence



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10 of 11 people found the following review helpful. A must read for entrepreneurs and business school studentsBy John N. YounkerIn their opening words in Chapter 1, the authors state.... "the purpose of due diligence is to develop information that allows one to make a reasonable estimate of the viability and future profitability of a business being considered for acquisition." I believe that the authors' step-by-step approach and easy to follow guide have most effectively enabled the reader to make just such a determination. The checklists and critical questions that are provided in this text are well worth the cover price, in and of themselves. I believe that this book is an excellent companion to Joseph Krallinger's text, "Mergers Acquisition: Managing The Transaction." The authors' hands-on business experience, as well as their academic abilities are clearly in evidence in their work. The chapters related to the valuation of the various forms of assets and liabilities (including the potential legal consequences) are especially valuable to the reader. As a leadership coach to CEO Entrepreneurs and as an academcian who teaches courses in entrepreneurial leadership and decision making, I find this book to be a valuable resource. All in all I'd strongly recommend this book to any entrepreneur or would be entrepreneur who is considering the acquisition of an existing business.

In this book, the authors, who have both bought and sold several businesses, reveal creative and low cost ways to do your own diligence in investigating entrepreneurial opportunities. The book covers all the basics, including market, products, insurance, facilities, assets, short and long-term liabilities and much more.