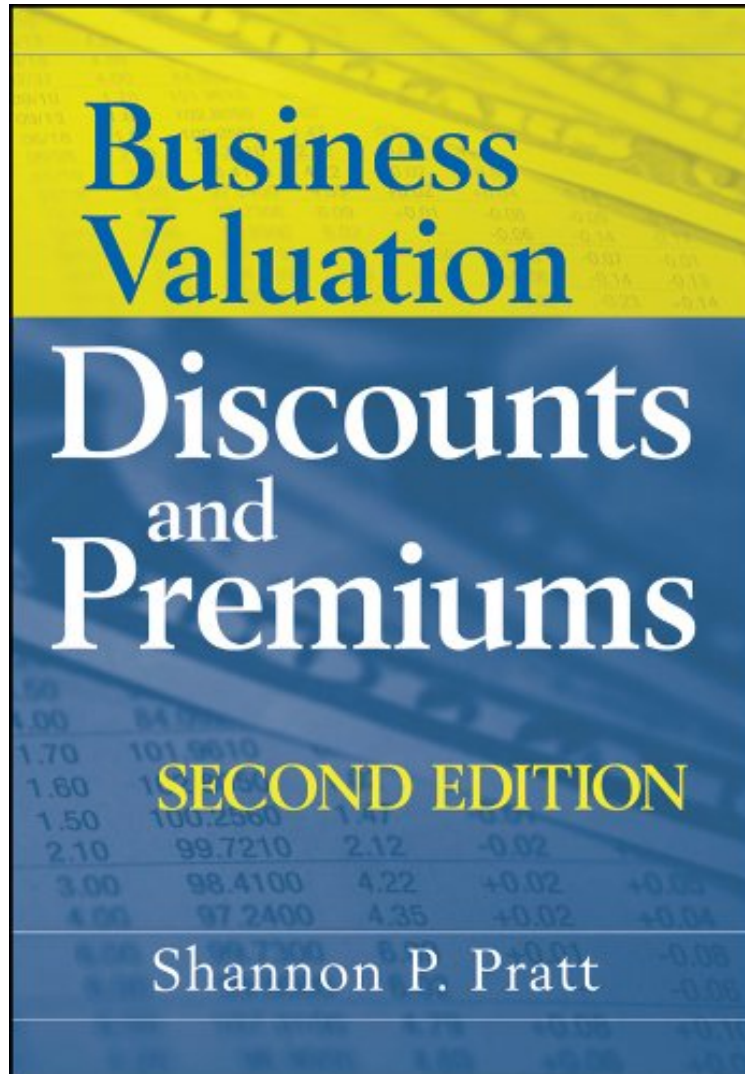


## Business Valuation Discounts and Premiums

*Shannon P. Pratt*

*ebooks | Download PDF | \*ePub | DOC | audiobook*



 Download

 Read Online

#1127064 in eBooks 2009-04-08 2009-04-08 File Name: B006207JO8 | File size: 59.Mb

**Shannon P. Pratt : Business Valuation Discounts and Premiums** before purchasing it in order to gage whether or not it would be worth my time, and all praised Business Valuation Discounts and Premiums:

1 of 4 people found the following review helpful. Excelent BookBy Javier-E78This is a must have book for any one that is getting serious about business valuation. I strongly recommend this Author!0 of 0 people found the following review helpful. Really enjoy this shopping experience.By Darren Barrievery useful and adaptable have purchased others that i liked much better They are trustworthyhellip; Enjoying the product as I write this. Thanks for quick service! It's a simple tool but works exactly as advertised and feels sturdy and well built surpringly effective,I am delighted

Leading authority Shannon Pratt demystifies discounts and premiums in business valuation "A must-read! Shannon Pratt continues to add to the business valuation body of knowledge." -Jay Fishman, FASA There is often more money in dispute in determining the discounts and premiums in a business valuation than in arriving at the pre-discount value itself. Discounts and premiums affect not only the value of the company, but also play a crucial role in determining the risk involved, control issues, marketability, and contingent liability, to name a few. Approaching a business valuation without a thorough understanding of all the ins and outs of discounts and premiums can cause a deal to topple like a house of cards. Business guru Shannon Pratt's critically acclaimed *Business Valuation: Discounts and Premiums*, Second Edition compiles all the key information practitioners need to successfully and accurately determine discounts and premiums in business valuation. Thoroughly updated throughout, this must-have tool of the trade for business appraisers, accountants, attorneys, and business owners now includes: New database chapters that help quantify the discount for lack of marketability Analysis of the most comprehensive database, with over 5,000 entries on transactions in minority interests in private company stocks prior to an IPO Scores of valuable court case citations Court cases covering divorces, gift, estate, income taxes, bankruptcies, corporate and partnership dissolutions, and ESOPs Many new, never-before-published studies providing real-world benchmarks that can be applied to the practitioner's own cases Learn how to master the complex issues of business valuation and capitalize on the numerous uses for discounts and premiums with the help of the most recognized authority on business valuation, Shannon Pratt.

"This book contains chapters on other discounts the up until now we have only seen brief discussions on in the literature: Voting versus non-voting stock; key person discounts; discounts for trapped-in capital gains taxes; blockage discounts; non-homogenous assets (portfolio) discounts; and discounts for the environmental, litigation and other contingent liabilities. The final chapter entitled "Common Errors in Applying Discounts and Premiums" is a must for all of us when we perform a final review on our analysis and reports." --Linda B. Trugman (National Litigation Consultants, Dec 01) From the Inside Flap The most frequently contested money issue in business valuation disputes relates to discounts and premiums. When a valuation is conducted, the three basic approaches are the income approach, the market approach, and the asset approach, and different discounts or premiums may be applicable, depending on the basic valuation approach used. It is essential for every business appraiser to become well-versed in discounts and premiums, when they apply, and how to quantify them. In *Business Valuation Discounts and Premiums*, Shannon Pratt, one of the nation's leading business valuation consultants, brings together for the first time the collective wisdom and knowledge about all of the major business valuation discounts and premiums. Clearly written and thorough, this book offers you guidance that applies to every major evaluation case you might face in any deal. You'll learn: The differences between "entity level" versus "shareholder level" discounts and premiums How the valuation approaches used affect the level of value How the standard of value affects discounts and premiums What factors affect degree of control Strategic merger and acquisition negotiations The conceptual basis for the discount or premium that applies Factors affecting the magnitude of the discount or premium The empirical research results to support concept of portfolio discounts Courts' treatment of the discount or premium How to determine acceptability or rejection What legal mandates apply with regard to federal gift, estate, and income taxes; marital dissolutions; dissenting stockholder actions; corporate or partnership dissolution; employee stock ownership plans (ESOPs); bankruptcy reorganizations, and more Most useful in this book are the many never-before-published new studies that provide real-world benchmarks that can be applied to your own cases. Detailed, authoritative, and complete in its coverage, *Business Valuation Discounts and Premiums* demystifies one of the more complex challenges faced by business appraisers, and arms you with the understanding and techniques you need to perform your job to the satisfaction of all involved. From the Back Cover *Business Valuation Discounts and Premiums* There is often more money in dispute in determining the discounts and premiums in a business valuation than in arriving at the pre-discount valuation itself. Discounts and premiums affect not only the value of the company but also play a crucial role in determining the risk involved, control issues, marketability, contingent liability, and a host of other factors that can make or break a deal. It is essential that every appraiser know when discounts and premiums apply and how to quantify them. Shannon Pratt's *Business Valuation Discounts and Premiums* compiles all the key information you need to successfully and accurately determine discounts and premiums in business valuations. It explores the three areas of discounts and premiums—income valuation, market valuation, and the asset approach—explaining how different discounts or premiums may be applicable, depending on the basic valuation approach used, and how each approach can affect the outcome. Filled with many never-before-published studies, the comprehensive coverage includes: Strategic acquisitions Extensive empirical data Pre-IPO marketability discount studies Merger and acquisition negotiations, empirical evidence from completed transactions, and positions taken by courts in litigation Strategic acquisitions on premiums Studies on minority discounts, available for the first time Written by a recognized authority on business valuation, this book will help you master the complex issues and exploit the numerous uses for premiums and discounts to their utmost. [www.wiley.com](http://www.wiley.com)