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The Market Approach to Valuing Businesses Workbook: 2nd Edition

Shannon P. Pratt

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The Market Approach to Valuing Businesses Workbook: 2nd Edition Shannon P. Pratt
Put the principles of the market approach to valuing businesses to work!

This is an indispensable, hands-on workbook to help valuation experts (and those who want to be) better understand the application of methods used in the increasingly prevalent market approach to valuing businesses. With convincing evidence of value for both buyers and sellers, the market approach can end stalemates and get deals closed. Acclaimed for its empirical basis and objectivity, it's the model most favored by the IRS and the United States Tax Court--as long as it's properly implemented.

A companion to the definitive book on the topic, The Market Approach to Valuing Businesses, Second Edition, this workbook includes questions and exercises that bring the concepts to life. It parallels the book and helps readers understand the methodologies. It also provides practical experience in applying the relevant theories and formulas. Perfect for CPAs, appraisers, corporate development officers, intermediaries such as brokers and investment bankers, venture capitalists, and consultants, this workbook can also be the basis for dynamic in-house training programs.

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