

Business Valuation

Discounts and Premiums

SECOND EDITION

Shannon P. Pratt

Business Valuation Discounts And Premiums

**National Association of Certified
Valuation Analysts (U.S.), Wiley-
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Business Valuation Discounts And Premiums:

Business Valuation Discounts and Premiums Shannon P. Pratt, 2009-04-08 Business Valuation Discounts and Premiums SECOND EDITION Discounts and premiums do not just affect the value of a company they play a crucial role in influencing a host of other factors and conditions that can make or break a deal When it comes to business valuations it s the business appraiser s responsibility to be intimately knowledgeable with every aspect of discounts and premiums the different types the situations when they may or may not apply and how to quantify them In this newly updated edition of Business Valuation Discounts and Premiums Shannon Pratt one of the nation s most recognized and respected business valuation consultants brings together the latest collective wisdom and knowledge about all major business discounts and premiums Addressing the three basic approaches to conducting a valuation the income approach the market approach and the asset approach Shannon Pratt deftly and logically details the different discounts or premiums that may be applicable depending on the basic valuation approach used and how the valuation approaches used affect the level Clearly written and thorough Business Valuation Discounts and Premiums Second Edition provides business appraisers accountants attorneys and business owners with an arsenal of information for their professional toolkit that can be applied to every major evaluation case they might face in any deal This updated edition features timely comprehensive coverage on 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 litigations Strategic acquisition premiums Studies on minority discounts Detailed authoritative and complete in its coverage Business Valuation Discounts and Premiums Second Edition gets to the core of one of the more complex challenges faced by business appraisers and arms readers with the understanding and techniques needed to successfully meet and exceed their job expectations *Business Valuation Discounts and Premiums Exam* Shannon P. Pratt, 2003-04-30 **Business Valuation Discounts and Premiums E Book** Pratt, 2001-09-01 **Studyguide for Business Valuation Discounts and Premiums by Shannon P. Pratt, Isbn 9780470371480** Shannon P. Pratt, Cram101 Textbook Reviews, 2012-09 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101 Just the FACTS101 studyguides give all of the outlines highlights notes and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanys 9780470371480 **Studyguide for Business Valuation Discounts and Premiums by Pratt, Shannon P.** Cram101 Textbook Reviews, 2013-05 Never HIGHLIGHT a Book Again Includes all testable terms concepts persons places and events Cram101 Just the FACTS101 studyguides gives all of the outlines highlights and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanies 9780872893795 This item is printed on demand [Understanding Business Valuation](#) Gary R. Trugman, 2018-01-08 This fifth edition simplifies a technical and complex area of practice with real world experience and examples Expert author Gary Trugman s informal easy to read style

covers all the bases in the various valuation approaches methods and techniques Author note boxes throughout the publication draw on Trugman s veteran practical experience to identify critical points in the content Suitable for all experience levels you will find valuable information that will improve and fine tune your everyday activities

Guide to Business Valuations ,1998 *Valuing a Business, 5th Edition* Shannon P. Pratt,2007-03-22 Capitalize on All the Latest Legal Financial and Compliance Information Needed to Analyze and Appraise Any Business For over 25 years Valuing a Business has provided professionals and students with expert business valuation information offering clear concise coverage of valuation principles and methods Over the decades the book s unsurpassed explanations of all valuation issues have made it the definitive text in the field against which every other business valuation book is measured Now updated with new legal financial and compliance material the Fifth Edition of Valuing a Business presents detailed answers to virtually all valuation questions_ranging from executive compensation and lost profits analysis to ESOP issues and valuation discounts Written by Shannon Pratt one of the world s leading authorities on business valuation this updated classic offers a complete one stop compendium of information on the full range of valuation concepts and methods Valuing a Business contains step by step discussions and analyses of Business Valuation Standards and Credentials Defining the Assignment Business Valuation Theory and Principles Gathering Company Data Site Visits and Interviews Researching Economic and Industry Information Analyzing Financial Statements Financial Statement Ratio Analysis Income Market and Asset Based Approaches to Valuation The Capitalized Excess Earnings Method Premiums and Discounts Writing and Reviewing Business Valuation Reports Valuing Debt Securities Preferred Stock Stock Options and S Corporation Stock Valuations for Estate and Gift Tax Purposes Buy Sell Agreements Valuations for Income Tax Purposes Valuation with Employee Stock Ownership Plans Valuations for Ad Valorem Taxation Dissenting Stockholder and Minority Oppression Actions Valuations for Marital Dissolution Purposes Litigation Support Services Expert Testimony Arbitration and Mediation This landmark reference also presents a wealth of recent court cases for each valuation area which together provide a comprehensive overview of all the legal rulings and trends in the field of business valuation

Valuation & Appraisal for the Legal Practitioner ,2004 **Valuing Professional Practices** Robert F. Reilly,Robert P. Schweih,1997 **Valuing a Business, Sixth Edition: The Analysis and Appraisal of Closely Held Companies** Shannon P. Pratt,ASA Educational Foundation,2022-04-05 Accurately analyze and appraise any business with the most trusted guide to valuation Originally published more than 40 years ago Valuing a Business set the standard for excellence in the appraisal field and is the world s most respected valuation reference This edition reflects the substantial advances in the tools and sophistication in business valuation as well as new appraisal standards and regulations that have evolved since it was last published in 2008 These advances fall broadly into three categories Increasing consensus among the valuation professional organizations on standards methodology and terminology Updated appraisal rules regulations standards and guidance issued by governmental or quasigovernmental and professional

bodies Major advances in the quantity quality and accessibility of empirical data available to support business valuation conclusions Valuing a Business provides thorough coverage and step by step analyses of virtually every topic important to you including standards and credentials valuation theory and principles gathering data site visits financial statement analysis writing reports buy sell agreements litigation support services and much more This landmark resource is a complete one stop compendium of information on the full range of valuation concepts and methods THE HANDBOOK OF BUSINESS VALUATION AND INTELLECTUAL PROPERTY ANALYSIS Robert F. Reilly,Robert Schweihs,2004-09-20 As well as covering traditional valuation issues this book also seeks to address the complexities associated with measuring the value of intangible assets in a practical context Provides information on key aspects of business and intellectual property valuation economic damages analysis and intercompany transfer price analysis Proceedings of New York University ... Annual Institute on Federal Taxation New York University. Institute on Federal Taxation,2003 **American Journal of Family Law** ,1998

Best Websites for Financial Professionals, Business Appraisers, and Accountants Eva M. Lang,Jan Davis Tudor,2003-08-18 A no nonsense guide to quickly finding and evaluating the quality and usefulness of a site Written by two of the industry s leading researchers this book helps professionals evaluate target and locate the best financial and business Web sites The authors reveal tips and traps and recommend favorite sites including a comprehensive review of the most important financial sites on the Internet Eva Lang Memphis TN is a nationally recognized expert on electronic research for business valuation and litigation support services She currently serves as Chief Operating Officer of the Financial Consulting Group the largest alliance of business valuation and consulting firms in the U S Jan Tudor Portland OR is President of JT Research and a popular speaker on research strategies on the Internet Business Valuation Manager Pro 20 Update Manual National Association of Certified Valuation Analysts (U.S.),Wiley-ValuSource,2003 **Estate Planning for the Family Business Owner** ,2007 **Postmortem Planning and Estate Administration** ,2004 *Valuing a Business* Shannon P. Pratt,Robert F. Reilly,Robert P. Schweihs,1996 The book serves three purposes a comprehensive reference and update for currently active business appraisers a complete self contained text for both academic courses and beginning practitioners and an easy to use reference for nonappraisers who use and or evaluate business appraisals Updated and revised Valuing a Business Third Edition includes theoretical principles and practical techniques for effective business valuation including the valuation of limited liability corporations S corporations and partnerships greatly expanded treatment of valuation approaches and methods new and expanded chapters on minority control and lack of marketability issues a new checklist on reviewing a valuation report designed for nonappraisers as well as active practitioners hundreds of new data sources and bibliographical references dozens of additional court case references a new three chapter section on valuing intangible assets and new chapters on valuations for ad valorem taxes and income tax planning **Handbook of Business Valuation** Thomas L. West,Jeffrey D. Jones,1992-01-16 Written by top consultants appraisers and brokers in the field The

approaches and methods discussed can be used by business buyers sellers and appraisers for any type of appraisal assignment Contributed chapters examine subjects such as business and real estate appraisals valuation methods special purpose methods financial statements appraisal reports use and abuse of expert witnesses and more Handy worksheets help users record asset values calculate cash flow and compute value and up to date information assists users in meeting all legal and taxation requirements

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