

Checklist: 10 principles for succession integration

The following principles have a decisive and lasting influence the incorporation of the business acquired into the corporate group of the new owner:

- Creation of integration programme through the acquisition or synergy strategy
- Implementation of the integration plan
- Structuring of the business
- Use of synergies
- Securing of ongoing business
- Advance preparation of the entry date
- Careful approach to highly symbolic decisions
- Transfer to everyday business
- Keep investors on board
- Create staff enthusiasm