

POST-ACQUISITION MANAGEMENT CHANGES IN THE SOUTH EASTERN EUROPE

Nikola Perovic

13.jul Plantaze, Put Radomira Ivanovica 2, Podgorica, Montenegro,
E_mail: nikola.perovic@plantaze.com

Abstract

The changes occurring in the management of the target companies after the acquisitions by the international companies are different and multiple. The importance of the qualitative post- acquisition management comes from the experience that that the acquisitions mostly fail due to the inadequate management after the acquisition. On the other hand,pre-acquisition factors are bad for predicting the post-acquisition performances. It is E_mail: luljeta_lesi@yahoo.combecause of the importance of the post-acquisition management for the survival of the international acquisitions and based on the previous research by the other authors, on the secondary and primary research through interviews and questionnaire on the total sample of 24 target companies from former Yugoslavia which were the subject of the acquisition in the period from 1997 to 2008 and which ,aiming at the greater level of the objectivity of the scientific research, belong to the different industries (food industry-confectionery production, fruit and meat processing,wine making, beer production; pharmaceutical industry; oil processing and trade; maintenance of the transport infrastructure; glass containers production; chemical industry; telecommunications; banking; cement production) and belong to the origins of different countries (Great Britain, Russia, Austria, Switzerland,Germany,Denmark, Iceland,Lithuania, Hungary, Belgium, Netherlands, France, Greece),the goal of this work was the identification of the changes and their systematic research in four groups, having 20 parameters,all together. So,the sample consisted of 24 target companies, operating in 13 industrial branches, their international customers coming from 13 countries. Reccomendations given in this paper include neccesity to focus on core business, integration, corporate culture, changes in management, finance control, as well as other operations within company.

Key words: *post-acquisition, management, changes, research, company*