

Cross-National Joint Ventures and Mergers & Acquisitions

- **Key Points:** We are entering an era of aggressive JVs and M&As in the competitive global arena. It is said that over 30% of them will eventually disintegrate because of irreconcilable differences in business cultures and mindsets between the two parties.

We are pleased to announce that Pritchett Asia, a leader in merger integration, and IBC, a leader in global/multicultural team building, have joined together to assist JV and M&A organizations through the drastic transition process, taking into account both the corporation's and the employees' interests.

- **Training Schedule:**

Deal Closing

<Pre-Closing Sessions>

- SMART MOVES for JV and merger integration management best practices
- Success assessment from business cultural aspect
- Learning about potential partners: comparison of business values & practices

<Post-Closing Sessions>

- 95/5 cultural integration on the fast track
- Building a successful global company together

Pritchett Asia, a leader in merger integration with headquarters in Texas, USA, and IBC, a leader in global/multicultural business training, are the most powerful team available to lead a new entity through the period of drastic corporate transition into long-term success.