

ABSTRACT

This study of Slovenian M&A practices explores whether the implementation of qualitative precombination analysis of strategic, organizational and financial success factors could contribute to improved M&A results. It also suggests how acquirers should implement it. Moreover, a qualitative study was conducted to construct a grounded theory and a precombination M&A phase model for a more comprehensive implementation of a precombination M&A phase that might be applied in specific circumstances in transition countries of Southeast Europe.

However, findings of this study cannot be generalized, but they might be relevant to acquirers when considering M&A. Based on the research findings, proposals for acquirers regarding a more comprehensive implementation of a precombination M&A phase and recommendations to academics for further research were developed.

Furthermore, this study is limited to a precombination M&A phase. Based on precombination M&A phase findings, the buying side might make an M&A decision. Acquirers might come to a better understanding of the future M&A partners' potential compatibility and complementarity by taking into account required comprehensive preliminary M&A vital considerations, resulting in a qualitative precombination analysis of possible success factors.

The findings of the above-mentioned M&A study are based on available researched literature and selected Slovenian M&A cases. Moreover, a conceptual framework for comprehensive preliminary M&A vital considerations, resulting in a precombination M&A phase model for more comprehensive implementation of a precombination M&A phase in specific circumstances in transition countries of Southeast Europe, was developed.