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HBR Guide to Buying a Small Business by Richard S. Ruback

In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you: - Determine if this path is right for you- Raise capital for your acquisition- Find and evaluate the right prospects- Avoid the pitfalls that could derail your search- Understand why a "dull" business might be the best investment- Negotiate a potential deal with the seller- Avoid deals that fall through at the last minute.

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