



# The Private Equity Edge: How Private Equity Players and the World's Top Companies Build Value and Wealth

*Shepherd G. Pryor*

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## **The Private Equity Edge: How Private Equity Players and the World's Top Companies Build Value and Wealth** Shepherd G. Pryor

The world is changing and has never been more challenging to private equity players, public companies, and investors. With record market volatility and a global economic crisis, decision makers of all types can learn from successful private equity players and other top value builders.

Private equity is growing at a rapid rate, with \$2.7 trillion in transactions since 2001 and buyouts occurring in every type of market, including declining ones. And now, with the end of investment banks as we know them, the door is open to more opportunities than ever.

In *The Private Equity Edge*, economics giant Arthur B. Laffer, along with value-building experts William J. Hass and Shepherd G. Pryor IV, combines the concepts of intrinsic value, macroeconomics, and incentives into a single strategy used by today's top value builders. You'll learn how to create value while reducing risk by:

- Thoroughly exploring relevant data to quantify ranges of value and risk
- Anticipating reactions of those whom you seek to influence
- Exploring possibilities and options before making major decisions
- Employing incentive systems that work in both up and down markets

Examples of major private equity players at Blackstone, KKR, Carlyle, Cerberus, and Madison Dearborne Partners illustrate what to do and what to avoid in specific situations.

Decision makers seeking to take full advantage of the new, interconnected world of business and economics will learn how to make the best decision the first time around, quickly and with conviction—the key to seizing the private equity edge.

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