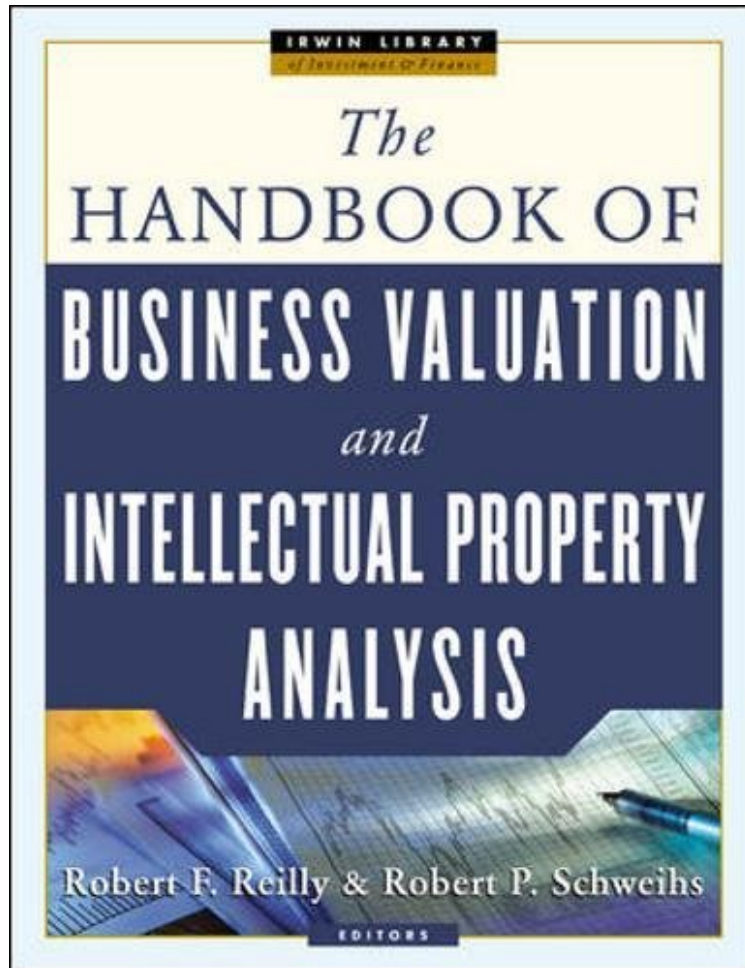


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The Handbook of Business Valuation and Intellectual Property Analysis

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The art and science of business valuation is currently undergoing a huge transformation and is facing new and important challenges. The Handbook of Business Valuation and Intellectual Property Analysis provides valuation and investment professionals with the latest thinking on economic damages, lost profit analysis, and numerous other key business and intellectual property valuation issues.

From the Back Cover Authoritative, timely answers to controversial valuation, damages, and transfer price questions Adam Smith's three sources of wealth creation--land, labor, and capital--have long been the factors that determine what a business is worth. Over the past few decades, however, a fourth factor, intellectual capital, has become increasingly important, yet difficult to quantify in the valuation equation. The Handbook of Business Valuation and Intellectual Property Analysis features the contributions of experts from leading valuation, accounting, investment banking, and law firms, and provides a comprehensive review of contemporary valuation issues related to businesses, securities, and intellectual property. Topics explored in this important book include: Business Valuation Technical Topics Business Valuation Special Applications Advanced Business Valuation Issues Intellectual Property Valuation Issues Intellectual Property Transfer Price Analysis Issues Intellectual Property Economic Damages Issues Accurate valuation, damages, and transfer price conclusions don't have to be a shot-in-the-dark proposition. The Handbook of Business Valuation and Intellectual Property Analysis presents valuation, damages, and transfer price analyses in a way that is clear, convincing, and cogent for practitioners at every level. Estimating business, security, and intellectual property values is increasingly difficult in today's transformed economy. From employee stock options to intellectual property license agreements, analysts, investors, accountants, lawyers, and regulators must understand complex new factors and confront important new challenges. In addition, governmental and regulatory changes combine with recent judicial precedent to impact both the theory and practice of valuation. The Handbook of Business Valuation and Intellectual Property Analysis provides practitioners with the latest information and knowledge on key aspects of business and intellectual property valuation, damages, and transfer price analyses. Contributions from today's leading experts, compiled and organized by valuation authorities Robert Reilly and Robert Schweihs, make this the essential volume for anyone looking for answers to transaction, financing, taxation, litigation, and corporate planning questions, such as: How should valuation discounts be applied in family limited partnerships, and what is the appropriate evidence for quantification of these discounts? What is the relevant regulatory framework for arriving at an arms-length transfer price in intercompany transactions? What are the economic attributes and influences that create, destroy, and transfer value in intellectual property? How is the value of securities not traded on organized stock markets affected by their lack of liquidity? What three methods for valuing S corporations (and other pass-through entities) may now be more accurate than the traditional method, and why? The Handbook of Business Valuation and Intellectual Property Analysis updates and expands the professional literature related to business/intellectual property valuation, economic damages, and intercompany transfer price analyses. Controversial issues are demystified, and advanced topics are explained in ways that are illuminating for experienced practitioners while still remaining understandable for newer professionals. This latest Reilly/Schweihs anthology is certain to become a welcome and required addition to the libraries of valuation analysts, investment bankers, financial accountants, bankruptcy professionals, tax specialists, financial planners, and litigation attorneys. About the Author Robert F. Reilly and Robert P. Schweihs (Chicago, IL) are managing directors with Willamette Management Associates, a national valuation consulting, economic analysis, and financial advisory firm. They are the authors and coauthors of several references, including Valuing a Business.