The following 19 articles and 87 case studies by Robert F. Bruner offer insights into scholarly debates and practical problems in the successful execution of mergers and acquisitions.

**Books**


**Articles**


Case Studies

"UV Industries" (HBS 4-280-072)
"Firestone/Borg-Warner" (HBS 4-280-105)
"Ashland Oil" (HBS 1-281-039)
"United Refining Company (A)" (UVA-F-517)
"United Refining Company (B)" (UVA-F-518)
"Cleveland-Cliffs Mining Company" (UVA-F-513)
"Brown-Forman Distillers Corporation" (UVA-F-541)
"Bumble Bee Seafoods, Inc." (UVA-F-699)
"Choosing Among Different Valuation Approaches" (UVA-F-720)
"Three Restructurings with Trusts and Partnerships" (UVA-F-747)
"Corporate Restructuring and the Master Limited Partnership" (UVA-F-723)
"Design Technologies Inc." (UVA-F-686)
"Walt Disney Productions, June 1984" (UVA-F-676)
"Market Imperfections as a Rationale for Corporate Organization and Restructuring" (UVA-F-722)
"Pacific Northwest Cable Television Inc." (UVA-F-724)
"L.S. Starrett Co." (UVA-F-673)
"Leveraged Employee Stock Ownership Plans" (UVA-F-674)
"Corporate Restructuring" (UVA-F-748)
"Aqua Company (A)" (UVA-F-778)
"Aqua Company (B)" (UVA-F-779)
"Enercon Corporation" (UVA-F-801)
"Hybritech Inc. (A)" (UVA-F-792)
"Hybritech Inc. (B)" (UVA-F-793)
“Takeover! 1997 (C): The LBO Firm” (UVA-F-1172)
“Takeover! 1997 (D): The White Knight” (UVA-F-1173)
“Continental Cablevision/Fintelco Joint Venture” (UVA-F-1149)
“Kohlberg & Company: Northwestern Steel Investment Negotiation Exercise” (UVA-F-1193)
“Management Team: Northwestern Steel Investment Negotiation Exercise” (UVA-F-1194)
“Omnibank N.A.: Northwestern Steel Investment Negotiation Exercise” (UVA-F-1195)
“Mirth Press, Inc.” (UVA-F-1196)
“Paginas Amarelas” (UVA-F-1210)
“Value_Merge.XLS: When and How to Use the Model” (UVA-F-1213)
“The Price of Success at Dow Jones” (UVA-F-1214)
“The Hilton-ITT Wars” (UVA-F-1217)
“Chrysler Corporation: Negotiations Between Daimler and Chrysler” (UVA-F-1240)
“Daimler-Benz A.G.: Negotiations Between Daimler and Chrysler” (UVA-F-1241)
“Genzyme/Geltex Pharmaceuticals Joint Venture” (UVA-F-1254)
“Three Acquirers” (UVA-F-1255)
“Takeover! 1997 (E): Omnigroup Corporation/Omnibank N.A.” (UVA-F-1250)
“Takeover! 1997 (F): J.P. Hudson & Co./Hudson Guaranty Bank” (UVA-F-1251)
“Printicomm’s Proposed Acquisition of DigiTech: Negotiating Price and Form of Payment” (UVA-F-1264)
“Note on Structuring and Valuing Incentive Payments in M&A” (UVA-F-XXXX)
“Kestrel Ventures LLC: August 1999” (UVA-F-1277)
“Fleet Financial Group/BankBoston (A): Designing the Deal” (UVA-F-1278)
“Fleet Financial Group/BankBoston (B): Final Terms and Valuation” (UVA-F-1279)
“Structuring Repsol’s Acquisition of YPF S.A.” (UVA-F-1282)
“Exercises in the Strategy of Post-Merger Integration” (UVA-F-1303)
“Searching for Acquisitions: Some Guiding Principles” (UVA-F-1295)
“General Mills’ Acquisition of Pillsbury from Diageo plc” (UVA-F-1326)
“Yeats Valves Inc.” (UVA-F-1365)
“TSE International Corporation” (UVA-F-1366)
“The M&A Pitch Book” (UVA-F-1341)
“Hostile Takeovers: A Primer for the Decision-Maker” (UVA-F-1362)
“Hugh McColl and NationsBank: Building a National Footprint through Acquisition” (UVA-F-1398-M)
“Appendix to Hugh McColl and NationsBank: Building a National Footprint through Acquisition” (UVA-F-1420).
“The Merger of Union Bank of Switzerland and Swiss Bank Corporation (A): The Proposed Merger” (UVA-F-1421)
“The Merger of Union Bank of Switzerland and Swiss Bank Corporation (B): Integration Planning” (UVA-F-1422)
“The Merger of Union Bank of Switzerland and Swiss Bank Corporation (C): Post-Merger Experience” (UVA-F-1423)
“Brazilian Beer Merger Negotiations: Companhia Cervejaria Brahma S.A.” (UVA-F-1418)