

UNIT 14: Mergers and acquisitions in the growth of the firm

Vocabulary

- 1) mergers and acquisitions= strategic alliances companies make by combining with or buying others in order to increase their grip on the market they trade in ; M&A, integration, external or extensive growth, merger activity (fusions et acquisitions)
- 2) growth= strategic objective aimed at expanding the scale of business= growth in size (croissance)
- 3) large-scale firm= a very large business organization or company, often a multinational, operating in a given market sector. (croissance)
- 4) market share= A percentage of total sales volume in a market captured by a brand, product, or company. (part de marché)
- 5) private enterprise= Basis of a free market capitalist system, it is a business unit established, owned, and operated by private individuals for profit, instead of by or for any government or its agencies. (société, compagnie privée)
- 6) manufacturing = make or process (a raw material) into a finished good, especially by means of a large-scale industrial operation (usinage)
- 7) net output= The industrial output is the total output of all the facilities producing goods within a country. The manufacturing output, the output of all factories in a country, is a subset of industrial output.
manufacturing production refers to the total production output from industries that consists of producing goods in factories or plants for a specific time period (production industrielle nette)
- 8) achieved= accomplished, highly skilled or developed (accompli)
- 9) net= Amount remaining after all deductions from, or adjustments to, a gross figure have been made.
- 10) acquisition= Taking control of a firm by purchasing 51 percent (or more) of its voting shares.
- 11) merger= Voluntary amalgamation of two firms on roughly equal terms into one new legal entity. Mergers are effected by exchange of the pre-merger stock (shares) for the stock of the new firm. Owners of each pre-merger firm continue as owners, and the resources of the merging entities are pooled for the benefit of the new entity. If the merged entities were competitors, the merger is called horizontal integration, if they were supplier or customer of one another, it is called vertical integration. (fusion)

internal growth= business expansion by way of market penetration, market or product development, intensive growth (croissance intene)

12) shares= A unit of ownership that represents an equal proportion of a company's capital. It entitles its holder (the shareholder) to an equal claim on the company's profits and an equal obligation for the company's debts and losses.

Two major types of shares are (1) ordinary shares (common stock), which entitle the shareholder to share in the earnings of the company as and when they occur, and to vote at the company's annual general meetings and other official meetings, and (2) preference shares (preferred stock) which entitle the shareholder to a fixed periodic income (interest) but generally do not give him or her voting rights. (parts, actions)

13) merging firms= companies, normally two, involved in negotiations leading to a merger. (des firmes qui fusionnent)

14) legal entity= An association, corporation, partnership, proprietorship, trust, or individual that has legal standing in the eyes of law. A legal entity has legal capacity to enter into agreements or contracts, assume obligations, incur and pay debts, sue and be sued in its own right, and to be held responsible for its actions. (entité légale, juridique)

15) a venture= Start-up entity developed with the intent of profiting financially. A business venture may also be considered a small business. Many ventures will be invested in by one or more individuals or groups with the expectation of the business bringing in a financial gain for all backers. Most business ventures are created based on demand of the market or a lack of supply in the market. Needs of consumers are identified for a product or a service and the entrepreneur and investors will proceed to develop the idea, market the idea, and sell the product or service developed. (entreprise)

16) shareholders= An individual, group, or organization that owns one or more shares in a company, and in whose name the share certificate is issued.

It is legal for a company to have only one shareholder. Also called (in the US) stockholder. (actionnaires)

17) a takeover= the act of assuming control or management of or responsibility for something, especially the seizure of power, as in a nation, political organization or corporation (rachat)

18) controlling interest= Ownership of 51 percent or more of the voting-stock (shares) that gives the owner(s) legal control of a firm. (participation majoritaire)

19) share price= the price of a share (prix d'une action)

20) stock market= a place where shares are bought and sold, i.e. a stock exchange (bourse, marché boursier)

21) raised= increased

22) subsumed= put into a broader category / included, swallowed up (inclure, englober, intégrer)

23) a purchaser= a buyer (un acheteur)

24) constituent companies= companies that are part of a group of consolidated, merged or affiliated companies (sociétés d'un groupe)

25) horizontal integration= The merger of companies at the same stage of production in the same or different industries. When the products of both companies are similar, it is a merger of competitors. When all producers of a good or service in a market merge, it is the creation of a monopoly. If only a few competitors remain, it is termed an oligopoly. Also called lateral integration. See also vertical integration. (intégration horizontale)

26) acquiring firm= company that has taken over another company by buying the majority of its shares. (firme qui fait l'acquisition de)

27) vertical integration= Merger of companies at different stages of production and/or distribution in the same industry.

When a company acquires its input supplier it is called backward integration. When it acquires companies in its distribution chain it is called forward integration. For example, a vertically integrated oil company may end up owning oilfields, refineries, tankers, trucks, and gas (petrol) filling stations. Also called vertical merger. See also horizontal integration. (intégration verticale)

28) conglomerate mergers= amalgamations of companies producing completely different products providing totally different services but which have something in common. (fusion conglomerate)

29) lateral integration= alternative term for horizontal integration. (intégration latérale)

30) despite= in spite of, notwithstanding (malgré, en dépit de)

31) subsequent= following in time and order, succeeding (prochain, suivant, subséquent)

32) exert= put to use or effect / exercise/ to put oneself to strenuous effort (exercer, efforcer, pratiquer)

33) supplies= General purpose consumable items which commonly have a shorter life span in use than equipment and machines, and which are stocked for recurring use. (fournitures)

34) source of supply= person or company selling materials or goods or other resources to other companies (source de ravitaillement, fournitures,/ fournisseur)

35) factor inputs= resources used by firms in their production processes such as land, labour and capital; inputs, factors of production (facteurs de production)

36) cost price= the price that it costs to make an item, without a profit being added. (prix de revient, prix coûtant)

37) a retail outlet= company selling products in small units directly to the final consumer as a shop or supermarket: marketing outlet, shop, retailer, point of sale (point de vente, magasin de détail)

38) wholesale pricing policy= strategy aimed at fixing the price at which goods are sold to shops by the people who produce them, rather than the price the customer usually pays in the shop: wholesale price policy, trade price policy (politique de prix de gros pratiquée)

39) retail pricing policy= strategy aimed at fixing the price the final consumer pays for a company's goods or services (politique de prix de détail pratiquée)

40) curriculum testing facilities= places where students are tested about their courses of study (lieux de passage de test)

41) assessment testing facilities= places where students are evaluated (lieux d'évaluation)

42) customized learning= personalized learning= The term **personalized learning**, or *personalization*, refers to a diverse variety of educational programs, learning experiences, instructional approaches, and academic-support strategies that are intended to address the distinct learning needs, interests, aspirations, or cultural backgrounds of individual students. (enseignement personnalisé)

43) operations= the actual work or activities of a company such as production, sales or financial transactions.

44) diversification= strategy aimed at moving into new markets or activities so as to grow, or to reduce or spread risks, often but not always by buying other companies in different fields.

45) previously= existing or occurring before something else in time or order; prior (precedent)

46) account for=provide an explanation or justification for (expliquer, justifier)

47) giant conglomerates=large-scale, fully diversified firms.

48) chemicals= substances (produits chimiques)

49) animal feeds= food for animals (foin, fourrage)

50) cushioned against= lessen or suppress the effects of (amortir, soulager)

51) commonality=shared features (point commun, bien commun)

52) labour skills= workers' particular abilities or capacities, often acquired by training. (compétences des travailleurs)

53) capital equipment= goods used as tools to manufacture other goods: capital goods (biens d'équipement)

54) raw materials= goods that are used as inputs to manufacture other goods. (matières premières)

55) product outlet= A store that products or services to the general public. (magasin, point de vente de produits)

56) cleared= free from

57) competition authorities= competition regulators , government agencies which sometimes regulate and enforce competition laws in some countries. They also protect consumers. (autorités de la concurrence)

58) in that= because, from the fact that (parce que)