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Bettina Hauser

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Bettina Hauser develops a research model, which encompasses entrepreneurial leadership as a major success factor during post-merger integration. Additionally, contextual variables, namely cultural distance and the organizational variable, relative size, are tested for their moderating effect on the influence of entrepreneurial leadership on M&A performance. The author clarifies the question of how entrepreneurial leadership can help to enhance M&A performance. Based on 114 transactions with acquirers of German-speaking companies, she proves that entrepreneurial leadership has a positive effect on post-acquisition performance and helps to overcome problems related to cultural differences.

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