

Surveying for M&A Insights in Chemical Manufacturing

How Have Buy-side M&A Transactions Evolved Within the Chemical Manufacturing Industry?

CHALLENGE

A deal advisory and strategy team at a consulting client wanted insights about M&A transactions within the chemical manufacturing industry. They wanted to understand value creation and value destruction within this space, the metrics that constitute M&A deal success, and the role of data analytics in conducting these deals.

THE GLG APPROACH

GLG designed and ran a survey of 50 experts within the chemical manufacturing industry. To target the right experts in the space, respondents were qualified based on their degree of participation in M&A, strategy and diligence, and operational integration functions.

Using these qualifications, we built a cross-functional chemical manufacturing team of experts that included corporate development, HR, IT, finance, and procurement professionals. The experts' seniority spanned from director to C-level executive.

OUTCOME

The 50 survey responses gave the client an understanding of the evolution of M&A deals within the chemical manufacturing space. They also delivered key insights into how those deals have created or destroyed value. The team used the results in a thought leadership paper.

FEATURED PRODUCTS



GLG Surveys

[Learn more](#)

GLG ran a survey of 50 cross-functional chemical manufacturing experts for a client to provide insights into how value is created or destroyed in chemical manufacturing M&A deals.

Why GLG?

Project Breadth

One survey with 50 respondents.

Precise Targeting

GLG targeted experts across functional areas within the chemical manufacturing industry, including corporate development, HR, IT, finance, and procurement.

Dedicated Client Support

GLG representatives are individually assigned to each project, so the client team received round-the-clock support.

As the world's insight network, GLG connects clients to the subject-matter experts who can provide real-world insights to make informed decisions. Our team of professionals work with you to create a tailored approach that identifies, assesses, and answers your questions on your timeline. We bring the power of insight to every great professional decision.

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