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Title	BEHIND THE URGE FOR MERGERS AND ACQUISITIONS IN THE TELECOMMUNICATION INDUSTRY Case: Nokia Siemens Networks (NSN) Merger		
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Abstract

Mergers and acquisitions (M&A) have been, and continue to be, a very popular strategic alternative for company's growth and/or diversification. Motives prompting M&A include but not limited to, increase of market share, reduction or elimination of competition, quick and economical entry into a market or business, acquisition of new technology and capability, and exploitation of multiple synergies. The M&A 'fever' has also been felt in the telecommunication industry especially in the last decade, with parties involved giving different motive for choosing the M&A strategic option. Although deregulation has been argued to be the harbinger of M&A wave that have been witnessed in the industry; there are yet some other external factors driving the M&A wave. This study thus seeks to uncover the nexus between these external factors and the rationale behind M&A consummated so far in the sector. To do justice to the above objective; the following sub-research questions were proposed:

- Why use Merger and Acquisition as the preferred corporate competitive strategic option?
- How can exogenous variables serve as drivers for M&A?
- What are the identifiable rationales for M&A?

Leveraging on the case study of Nokia Siemens Networks (NSN) merger, in addition to literature review; this research work harmonizes theories and the case to bring to fore the trend that seems to be emanating from the M&A consummated in the Communication Solution Provider sub-sector of the telecommunication industry. The findings thus reveal the trend of consolidation in the industry, but interesting this is at variance for deregulating the industry by the regulators in the first place. The study thus argued for vigilance on the part of the regulators in view of the likely implication of consolidation trends on the industry, the operators and the customers alike

Key words	Mergers, acquisitions, telecommunication, drivers, motives, rationale
Further information	