

## ABSTRACT OF THE DISSERTATION

### THE EXECUTIVE IMPACT ON POST -MERGER AND ACQUISITION SUSTAINABILITY: A QUANTITATIVE EXPLANATORY STUDY

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The purpose of this quantitative explanatory research study was to answer the question of why do executives continue to use mergers and acquisitions (M&A) as a central business strategy, given the high rate of failure. This research effort studied the executive impact on post- M&A sustainability. The objective was to discover empirical evidence to determine if the M&A added value to stakeholders' investments, through the lens of the leadership function. Schindler and Cooper's Reasoning Model was used as a framework to conduct the study. A sample was drawn from U.S. publically traded firms operating in the information technology sector that completed M&A over \$1 billion in 2013. An investigation of ten cases revealed 70% of the cases failed to increase shareholders' investment value. The researcher discovered evidence of managerial opportunism that supported prior research studies.