Bibliography

Bernstrom, Seth. *Valuation: The Market Approach*. Hoboken, NJ: John Wiley & Sons, Inc. 2014. Chastenet, Edouard and Alain Marion. "Valuation Using Industry Multiples: How to Choose the Most

Relevant Multiples." Business Valuation Review, 34 (4) Winter 2015: pp. 173–183.

Crow, Matthew R. "Developing Valuation Multiples Using Guideline Companies." *CPA Litigation Service Counselor*, September 1999, pp. 8–9.

Fowler, Bradley, A. "How Do You Handle It?" Business Valuation Review, September 1996, pp. 136–37.

Goeldner, Richard W. "Adjusting Market Multiples of Guideline Companies." Presentation to the 18th Annual Advanced Business Valuation Conference of the American Society of Appraisers, October 29, 1999. Available on www.BVLibrary.com.

Hitchner, James R. *Financial Valuation: Applications and Models*, 4th ed., Hoboken, NJ: John Wiley & Sons, 2017.

Holthausen, Robert W. and Mark E. Zmijewski. "Valuation with Market Multiples: How to Avoid the Pitfalls When Identifying and Using Comparable Companies." *Journal of Applied Corporate Finance*, 24 (3), pp. 26–38.

Liu, Jing, Nissim, Doron, and Thomas, Jacob. "Equity Valuation Using Multiples." *Journal of Accounting Research*, March 2002, pp. 135–172.

- Matthews, Gilbert E. "When Averaging Multiples, Do Not Use the Arithmetic Mean," *Business Valuation Review*, 40 (2) Spring 2021, pp. 61–67.
- Nath, Eric W. "How Public Guideline Companies Represent 'Control' Value for a Private Company." *Business Valuation Review*, December 1997, pp. 167–71.
- Peters, Jerry O. "Adjusting Price/Earnings Ratios for Differences in Company Size. *Business Valuation Review*, June 1999, pp. 71–85.
- Pratt, Shannon P. "Controversies Involving the Market Approach to Business Valuation; Raising the Issues, Soliciting Feedback." *Shannon Pratt's Business Valuation Update*, November 2000.
 - . The Market Approach to Valuing Businesses, 2nd ed. Hoboken, NJ: John Wiley & Sons, 2005.
- Pratt, Shannon P., and Alina V. Niculita. *The Market Approach to Valuing Businesses Workbook*, 2nd ed. Hoboken, NJ: John Wiley & Sons, 2006.
- Quackenbush, William C. "Quantitatively Adjusting Guideline Public Company Multiples" *Financial Valuation and Litigation Expert*, Volume 20, August/September 2019. pp. 8–15, 23.
- Reilly, Robert, F. "Problems in Using Capital Market Data to Value Operating Business Assets." *Valuation Strategies*, January/February 1999, pp. 17–19, 44, 46.
- Ross, Franz. "Just One Thing': The Most Reliable Variable for Use in the Market Approach." *Shannon Pratt's Business Valuation Update*, August 2004.
- Schueler, Andreas. "Valuation with Multiples: A Conceptual Analysis." *Journal of Business Valuation* and Economic Loss Analysis. 2019–2020, pp. 1–13.
- Sheeler, Carl L. "The Market Approach: A Neglected and Misunderstood Aspect of Business Value." *Journal of Financial Planning*, May 2004, Article 7.

_____. "Bridging the Gap between Public and Private Market Multiples." *Business Valuation Review*, September 1998, pp. 97–101.

. "A Misunderstood Aspect of Business Value: The Market Approach." *The CPA Journal*, October 2004.

Slee, Robert T. "Is the Subject Company Similar?" Valuation Strategies, May/June 1998, pp. 4-7, 34.

Trugman, Gary. "Guideline Public Company Method—Control or Minority Value?" Shannon Pratt's Business Valuation Update, December 2003.

. Understanding Business Valuation: A Practical Guide to Valuing Small to Medium Sized Businesses, 6th ed. Portland, OR: Business Valuation Resources LLC, 2022.

Wise, Richard. "Application of the Market Approach in Valuing a Canadian Business." BVPapers, February 2005. Available at www.BVLibrary.com.

_____. "Caveats for Market Approach." *CA Magazine*, January-February 2004.

. "Multiple-of-Revenues as a Valuation Method." *Business Valuation Digest*, October 1996, pp.

1–4