

Bibliography

- Alerding, R. James, James D. Ewart. “Advanced Workshop on Control Premiums & Discounts.” Workshop Handbook. February, 27, 2014. Business Valuation Resources, LLC.
- Alerding, R. James, James D. Ewart. “Control Discounts and Premiums – What is Old and What is New.” Webinar Handbook. October, 15, 2020. Business Valuation Resources, LLC.
- Booth, Richard A. “Minority Discounts and Control Premiums in Appraisal Proceedings.” *Business Lawyer*, 2001, 57: 127–149.
- Cimasi, Robert, and Charles Wilhoite. “Fair Market Value.” *BV Q&A Newsletter*, October 2005.
- Cornell, Bradford. “Guideline Public Company Valuation and Control Premiums: An Economic Analysis.” *Journal of Business Valuation and Economic Loss Analysis*, 2013, 8:1, 53–69.
- Curtiss, Rand M. “A Practical Methodology for Determining Premiums and Discounts.” *Business Valuation Review*, vol. 16, no. 4, December 1997, pp. 172–79.
- Damodaran, Aswath. “The Value of Control: Implications for Control Premia, Minority Discounts and Voting Share Differentials.” New York University Stern School of Business, June 2005.
- Davis, Jan, Ed. “Update on Control Premiums: What the Experts Say,” Portland, OR: Business Valuation Resources, 2015.
- Dickson, Lisa, M. Mark Lee, and Shannon P. Pratt. “Implications of Fair Market Value.” *BV Q&A Newsletter*, August 2004.
- Dickson, Lisa, Shannon P. Pratt, and Gary Trugman. “Fair Market Value on a Control Basis.” *BV Q&A Newsletter*, August 2004.
- Dietrich, Mark O. “Tips for Valuing – and Designing – Buy-in and Buyout Agreements for Medical/Dental Practices.” *Business Valuation Update*, February 2019.
- Estabrook, Joseph. “Blockage Discounts: What Are They and How Do They Affect the Fair Market Value of Publicly Traded Stocks, Real Estate, and Other Assets.” BV Papers (Presented at 2001 ASA conference).
- Fishman, Jay E., and Shannon P. Pratt. “Differences between Fair Value and Fair Market Value.” *BV Q&A Newsletter*, August 2004.
- Fishman, Jay E., Shannon P. Pratt, J. Clifford Griffith, and D. Keith Wilson. “Premiums and Discounts in Business Valuations.” Parts I and II. *Fair\$hare*, May and June 1992, pp. 11–17, 14–16.
- Fishman, Jay E., Shannon P. Pratt, and Don Schiller. “Fair Market Value.” *BV Q&A Newsletter*, October 2005.
- Frazier, William, Eric Nath, and Shannon P. Pratt. “Effect on Fair Market Value Is a Gain Times the Tax Rate.” *BV Q&A Newsletter*, June 2005.
- Freeman, Jeff, James Hitchner, and Chris Treharne. “Investment Value Approach Instead of Fair Market Value.” *BV Q&A Newsletter*, May 2005.
- Hall, Lance S. “Determining Control Premiums: A Better Approach.” *Valuation Strategies*, March/April 2014.
- Herber, William C., Patrick K. Smith, and Robert J. Strachota. “Fairness in Minority Interest Valuation.” *Business Valuation Review*, September 1992.

- Hitchner, Jim. "Control Premiums and Minority Discounts in Operating Businesses: The Facts, the Fiction and the Figments." *Financial Valuation and Litigation Expert*, February/March 2012.
- Hitchner, James R., and Gary Roland. "Marketability and Control Govern Value of Family Businesses." *Taxation for Accountants*, January 1994, pp. 24–28.
- Lease, Ronald C., John J. McConnell, and Wayne H. Mikkelson. "The Market Value of Control in Publicly-Traded Corporations." *Journal of Financial Economics* 11, 1983, pp. 439–71.
- Lee, M. Mark, "Control Premiums and Minority Discounts: The Need for Specific Economic Analysis." *Shannon Pratt's Business Valuation Update*, August 2001.
- Matthews, Gilbert. "Misuse of Control Premiums in Delaware Appraisals." *Business Valuation Review* 2008, 27:107–118
- Mercer, Z. Christopher. "A Brief Review of Control Premiums and Minority Interest Discounts." *The Journal of Business Valuation* (Proceedings of the 12th Biennial Business Valuation Conference of The Canadian Institute of Chartered Business Valuators). Toronto: The Canadian Institute of Chartered Business Valuators, 1997, pp. 365–87.
- "Understanding and Quantifying Control Premiums: The Value of Control vs. Synergies or Strategic Advantages, Part II." *The Journal of Business Valuation* (Proceedings of the 4th Joint Business Valuation Conference of The Canadian Institute of Chartered Business Valuators and the American Society of Appraisers). Toronto: The Canadian Institute of Chartered Business Valuators, 1999, pp. 36–54.
- Mercer, Z. Christopher, and Travis W. Harms. *Business Valuation, An Integrated Theory*. 3rd ed. Hoboken, NJ: Wiley, 2021.
- Moll, Douglas K. "Shareholder Oppression & Dividend Policy in the Close Corporation." The University of Houston Law Center. Public Law and Legal Theory Series 2004–01.
- Nath, Eric. "Views on Control Premiums." *ASA BV Success*, December 2013. Available at www.ericnath.com/articles.
- Nath, Eric. "Best Practices Regarding Control Premiums." *Journal of Business Valuation*, 2011, 2:25–30
- Nath, Eric W. "Control Premiums and Minority Interest Discounts in Private Companies." *Business Valuation Review*, vol. 13, no. 3, September 1994, pp. 107–112.
- Pratt, Shannon P. *Business Valuation Discounts and Premiums*. 2nd ed. Hoboken, NJ: Wiley, 2009.
- Pratt, Shannon P., and Candice Robertson. "Calculating Fair Market Value of Corporation Shares." *BV Q&A Newsletter*, March 2005.
- Robinson, Chris, John Rumsey, and Alan White, "The Value of a Vote in the Market for Corporate Control," paper published by York University Faculty of Administrative Studies, February 1996.
- Schubert, Walt, and Les Barenbaum. "Control Premiums and the Value of the Closely-Held Firm." *Journal of Small Business Finance*, vol. 1, no. 2, 1991, pp. 155–159.
- Stevens, Trey. "Valuation Adjustments (Discounts and Premiums) in Business/Stock Valuations for Estate Planning or Estate Tax Purposes." Willamette Management Associates *Insights*, Special Issue 2006.
- Sundheim, Eric, and Jordan Sundheim. "Two Theories of Control." *Business Valuation Review*, vol. 35, no. 3, American Society of Appraisers, 2016.
- Tiernan, Peter B. "How 50% Ownership Affects Estate Planning for Closely Held Stock." *Journal of Taxation*, October 1999, pp. 232–240.

Valuations in Financial Reporting Valuation Advisory 3: The Measurement and Application of Market Participant Acquisition Premiums. Washington, DC: The Appraisal Foundation. Available at www.appraisalfoundation.org.

Wessinger, Samuel Y. "Public Equivalent Value: Are Earnings Adjustments Required in Minority Interest Valuations?" *Valuation Strategies*, July/August 2005.