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Since the early 1990s, Financial Shenanigans has been helping investors unearth deceptive financial reporting at the most critical time before they suffer major losses. Now, the third edition broadens its focus to include the newest, most sophisticated techniques companies use to mislead investors.

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Note: The third edition of this book was published in 2010. See Schilit, H. and J. Perler. 2010. Financial Shenanigans: How to Detect Accounting Gimmicks & Fraud in Financial Reports, 3rd edition. McGraw-Hill Education. Part three includes four chapters on cash flow shenanigans:

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In April 2002, the second edition of Financial Shenanigans was released, and sales spiked as the stock market was spooked by a seemingly endless parade of companies using accounting tricks. As you might imagine, those were golden times for CFRA. Over 200 new

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Jeremy Perler, CFA, CPA, is the Director of Research at Schilit Forensics and co-author of Financial Shenanigans: How to Detect Accounting Gimmicks & Fraud in Financial Reports (3rd edition, 2010).

Previously, Jeremy served as the in-house Forensic Accounting Analyst for Coatue Management, a long/short equity hedge fund; Director of Research for CFRA; and auditor for PricewaterhouseCoopers.

Financial Shenanigans, Fourth Edition: How to Detect ...

Second thing is that I paid too much for this book. I bought the 3rd Edition for \$57 and change, while the list price was \$38.00. Was not aware that there was a more recent 4th Edition for a little less than half what I paid. Will be more careful in the future, it is this type of thing that may lead to my eliminating my Amazon Prime membership.

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From the “ Sherlock Holmes of Accounting, ” the tools you need to stay a step ahead of the crooks “ Howard Schilit is the authority on forensic accounting. Financial Shenanigans is invaluable reading for market participants seeking to identify deceptive behavior in company financial statements. ” Julian Robertson, legendary investor and founder, Tiger Management “ A must-read! The authors teach forensic financial statement analysis in an easy-to-digest format with lots of war stories. Guaranteed to help investors in their quest to avoid ticking time bombs in their portfolios. ” Marc A. Siegel, board member, Financial Accounting Standards Board “ This is a timeless guide to better understand how financial malfeasance can be spotted early. Financial Shenanigans teaches all of us fraud-detection-made-easy. ” Jules Kroll, pioneering private investigator and founder of Kroll Associates and K2 Global “ Required reading for every investor who desires to avoid financial losses. This new edition is a classic and better than ever. ” Thornton L. O ’ glove, author, Quality of Earnings “ If the original Financial Shenanigans was the Bible of detecting accounting frauds, then this latest version is the Talmud of cooked books. Regulators, audit committee members, and business journalists should be required to read this work if they are involved in public companies. ” Boris Feldman, partner, Wilson Sonsini Goodrich & Rosati, Palo Alto “ An incisive and entertaining review of the recipes used by corporations and executives to ‘ cook the books. ’ It ’ s a must-read for investors, lawyers, corporate directors, and anyone else interested in the integrity of the accounting and governance process. ” Joseph A. Grundfest, professor of law and business and codirector, Rock Center on Corporate Governance, Stanford Law School About the Book: With major financial scandals popping up in greater numbers—and with more inevitably on the way—it has never been more important for you to

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understand what dishonest companies do to trick investors. Since the early 1990s, Financial Shenanigans has been helping investors unearth deceptive financial reporting at the most critical time— before they suffer major losses. Now, the third edition broadens its focus to include the newest, most sophisticated techniques companies use to mislead investors. Referred to as the “ Sherlock Holmes of Accounting ” by BusinessWeek, Howard Schilit and renowned forensic accounting expert Jeremy Perler take you deeper into the corporate bag of tricks, exposing new levels of accounting gimmickry and arming you with the investigative tools you need to detect: Earnings Manipulation Shenanigans: Learn the latest tricks companies use to exaggerate revenue and earnings. Cash Flow Shenanigans: Discover new techniques devised by management that allow it to manipulate cash flow as easily as earnings. Key Metrics Shenanigans: See how companies use misleading “ key ” metrics to fool investors about their financial performance. Financial Shenanigans brings you completely up to date on accounting chicanery in the global markets, shining a light on the most shocking frauds and financial reporting miscreants. This insightful, detailed guide written by recognized experts on the subject provides the knowledge and tools you need to spot even the most subtle signs of financial shenanigans.

Techniques to uncover and avoid accounting frauds and scams Inflated profits . . . Suspicious write-offs . . . Shifted expenses . . . These and other dubious financial maneuvers have taken on a contemporary twist as companies pull out the stops in seeking to satisfy Wall Street. Financial Shenanigans pulls back the curtain on the current climate of accounting fraud. It presents tools that anyone who is potentially affected by misleading business valuations from investors and lenders to managers and auditors can use to research and read financial reports, and to identify early warning signs of a company's problems. A bestseller in its first edition, Financial Shenanigans has been thoroughly updated for today's marketplace. New chapters, data,

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and research reveal contemporary "shenanigans" that have been known to fool even veteran researchers.

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The bestselling classic from the “ Sherlock Holmes of Accounting ” —updated to reflect the key case studies and most important lessons from the past quarter century. This fourth edition of the classic guide shines a light on the most shocking frauds and financial reporting offenders of the last twenty-five years, and gives investors the tools they need to detect:

- Corporate cultures that incentivize dishonest practices
- The latest tricks companies use to exaggerate revenue and earnings
- Techniques devised by management to manipulate cash flow as easily as earnings
- Companies that use misleading metrics to fool investors about their financial performance
- How companies use acquisitions to hide deterioration in their underlying business

This new edition focuses on the key case studies and most important lessons from the past quarter century, and brings you up to date on accounting chicanery in the global markets. Howard Schilit and his team of renowned forensic accounting experts expose financial reporting miscreants and unveil the latest methods companies use to mislead investors. You ’ ll learn everything you need to know to unearth

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deceptive reporting and avoid costly mistakes.

Praise for Financial Statement Analysis FOURTH EDITION "I love this book. It helps to develop the questioning mind—the mind of a financial detective. It teaches the art of skepticism and critical thinking. Readers go beyond definition and calculation and learn interpretation." —Philip L. Cooley, PhD, Prassel Distinguished Professor of Business, Trinity University "Over my decades of involvement with high-yield bonds, Marty Fridson has been the leading speaker of truth. As he so accurately states in Financial Statement Analysis, the credit investor is required to engage in a game of cat-and-mouse with company management's intent on minimizing their cost of capital by putting a positive gloss on their financial statements. The Fourth Edition of Marty's terrific book is the bible on how to detect and deal with these efforts." —Howard Marks, Chairman, Oaktree Capital Management "Financial Statement Analysis is a unique text; it combines great academic work with numerous real-life examples to form a highly useful reference for equity investors, debt holders, and investors who straddle both asset classes. Whether you are an investor, an investment advisor, or a teacher, Financial Statement Analysis will prove very valuable." —Margaret M. Cannella, former head of Global Credit Research, J.P. Morgan and Adjunct Professor, Columbia Business School "Marty has seen it all! He has had a front-row seat to see the birth, death, and rebirth of the high-yield bond market . . . several times over! In the Fourth Edition of Financial Statement Analysis, Marty clearly demonstrates that despite the enactment of Sarbanes-Oxley in 2002, and other attempts to curtail abuse of the system, one needs a critical analytical eye to be certain that management is not trying to obfuscate the truth. The case studies provide excellent and timely examples of some of the techniques that companies have used to mislead investors."

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—Edward Z. Emmer, former global head of Corporate and Government Ratings and Equity Research, Standard & Poor's "Those who read financial statements without understanding the strategic context in which they are written will land on the losing end of the gripping episodes with which bond-market legend Marty Fridson illustrates in the Fourth Edition of his classic reference, *Financial Statement Analysis*. And all of us who depend on the markets sending capital to its best use should hope that investors read this book first." —David Musto, Professor of Finance, the Wharton School of the University of Pennsylvania "This book rightly urges resolute skepticism when inspecting financial statements. Its great value, though, is in the plain-spoken stripping down of real-world and illustrative examples that show how to see past the numbers to the practicalities and incentives behind them—and so help analysts and journalists alike ask the right questions." —Richard Beales, Assistant Editor, Reuters Breakingviews

Corporate financial reports. They're oftentimes the only place investors can turn for information about a business's overall health. But with major financial scandals popping up in greater numbers (and with more inevitably on the way), the time has never been better for a newly-revised edition of the classic guide to the games accountants play. The first two editions of *Financial Shenanigans* contained a wealth of information on how businesses play it fast and loose with earnings reports. And now the 3rd Edition builds on this strong foundation, broadening its focus to include global markets and arming us with all-new information on how to detect shenanigans in cash flow statements; EBITDA, same-store sales, capitalization reports and corporate communications; and other sources. Other indispensable resources include: The latest information on other problem areas, including pension accounting, financial instruments, and off-the-balance-sheet entities. Key sections on financial institutions. Tips, tricks, and checklists to help you research businesses before you invest in them.

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All too often, financial statements conceal more than they reveal. Even after the recent economic crisis, those analyzing financial statements face serious new concerns and challenges. The Fourth Edition of *Financial Statement Analysis* skillfully puts this discipline in perspective, and now, with this companion Workbook, you can hone your skills and test the knowledge you've gained from the actual text, before putting them to work in real-world situations. Question-and-answer sections within this Workbook correspond to each chapter of *Financial Statement Analysis, Fourth Edition*. Part One (Questions) provides chapter-by-chapter fill-in-the-blank questions, as well as financial statement and computational exercises. They are designed to be thought-provoking and require analysis and synthesis of the concepts covered in the book. The answers to all questions, which can be found in Part Two, are provided in boldfaced italic type in order to facilitate the checking of answers and comprehension of material. By enhancing your understanding of financial statement analysis, you can begin to undertake genuine, goal-oriented analysis and prepare for the practical challenges of contemporary business. This reliable resource will help you achieve such a difficult goal and allow you to make more informed decisions—whether you're reevaluating a company's stock price or determining valuations for a merger or acquisition.

*Accounting for Value* teaches investors and analysts how to handle accounting in evaluating equity investments. The book's novel approach shows that valuation and accounting are much the same: valuation is actually a matter of accounting for value. Laying aside many of the tools of modern finance—the cost-of-capital, the CAPM, and discounted cash flow analysis—Stephen Penman returns to the common-sense principles that have long guided fundamental investing: price is what you pay but value is what you get; the risk in investing is the risk of paying too much; anchor on what you know rather than speculation; and

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beware of paying too much for speculative growth. Penman puts these ideas in touch with the quantification supplied by accounting, producing practical tools for the intelligent investor. Accounting for value provides protection from paying too much for a stock and clues the investor in to the likely return from buying growth. Strikingly, the analysis finesses the need to calculate a "cost-of-capital," which often frustrates the application of modern valuation techniques. Accounting for value recasts "value" versus "growth" investing and explains such curiosities as why earnings-to-price and book-to-price ratios predict stock returns. By the end of the book, Penman has the intelligent investor thinking like an intelligent accountant, better equipped to handle the bubbles and crashes of our time. For accounting regulators, Penman also prescribes a formula for intelligent accounting reform, engaging with such controversial issues as fair value accounting.

Learn how to detect any corporate sleight of hand—and gain the upper hand with smart investing Investing expert John Del Vecchio and “ Motley Fool ” Tom Jacobs offer a compelling argument that the secret to stock-market success today isn't finding the next Google or eBay, but avoiding the next AIG or Enron. To that end, they offer simple, clear techniques for detecting when and how legitimate companies make their numbers look better than they are. What's Behind the Numbers? offers seven rules for finding companies playing with—rather than by—the numbers and explains how to avoid losing money by determining exactly when a stock is about to head south. John Del Vecchio, CFA, serves as a Principal of Ranger Alternative Management and principal of Parabolix Research, Inc. Tom Jacobs is lead advisor for the Motley Fool Special Ops, a stock service where he manages a special situations and opportunistic portfolio. He is cofounder of Complete Growth Investor LLC.

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