

INSIGHTS + NEWS

Peter Cifichiello Discussed M&A Dealmaking: What Can Go Wrong—and How to Get It Right

In theory, mergers and acquisitions sound simple: two companies meet, fall in love, and live profitably ever after. In practice? Not so much. Deals stumble over valuation gaps, governance missteps, cultural mismatches, and those pesky “unknown unknowns” that pop up at exactly the wrong moment.

On October 21, 2025, [Peter Cifichiello](#) and panelists Stuart Rose, Partner at Mirus Capital; Michael Cronin, Managing Partner at Weston Presidio; and Nicky McHugh, Corporate Affairs Leader at Schneider Electric, presented “M&A Unscripted: What Can Go Wrong—and How to Get It Right,” hosted by the Private Directors Association. The panel explored the pitfalls and pratfalls of dealmaking, with candid insights from investment banking, private equity, corporate law, and reputation management. Attendees gained real-world insights, near misses, and lessons learned from the front lines of M&A.