

Firm Culture Impacts Deal Flow: New Mountain, Huntsman Gay

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Does your firm give a damn about ideas from junior professionals? How are disagreements resolved? Do you document each group decision?

General Partners That Think Together, Win Together

Private equity firms are groups of investment professionals who must jointly agree on how to deploy the capital and resources of the firm. What kinds of firms come together to make good, informed decisions?

In the first of a *three-part series about investment decisions*, three experts discuss the culture of collaborative investing that must be in place at a private equity firm in order for it to thrive. **Richard Lawson**, Managing Partner and Co-Founder at **Huntsman Gay Global Capital**, **Douglas Londal**, Managing Director at **New Mountain Capital** and **Daniel Galante**, National Managing Partner of Transaction Advisory Services at **Grant Thornton**, share their views about the ingredients for deal success. This is required viewing for anyone who wants to better understand key differences between private equity firms.

Topics discussed include how LPs scrutinize investment committee procedures, the innovative ways that leading GPs build consensus and collaboration within the partnership, how disagreements are resolved, how the ideas of younger professionals are integrated into decision making, how to avoid creating "fiefdoms" within the firm, and what compensation model is "so dangerous" for the health of a firm. The segment also includes an expert [Q&A with Daniel Galante of Grant Thornton](#), the sponsor of this thought-leadership series.

View the full video interview here -

<http://www.privcap.com/programs/201-culture-of-collaborative-investing>

<http://www.youtube.com/watch?v=PuJr3MLacQc>

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