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It originally appeared in the January/February 2020 issue of Middle Market Growth. While business acumen and financial resources have long been part of the private equity playbook, today's market requires investors to pay particular attention to another type of capital— human capital. “Before five years ago, the driver of value creation in private equity was predominantly financial engineering and M&A,” says Dan Hawkins, founder and president of Summit Leadership Partners.

## The Human Side of Value Creation | Middle Market Growth

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