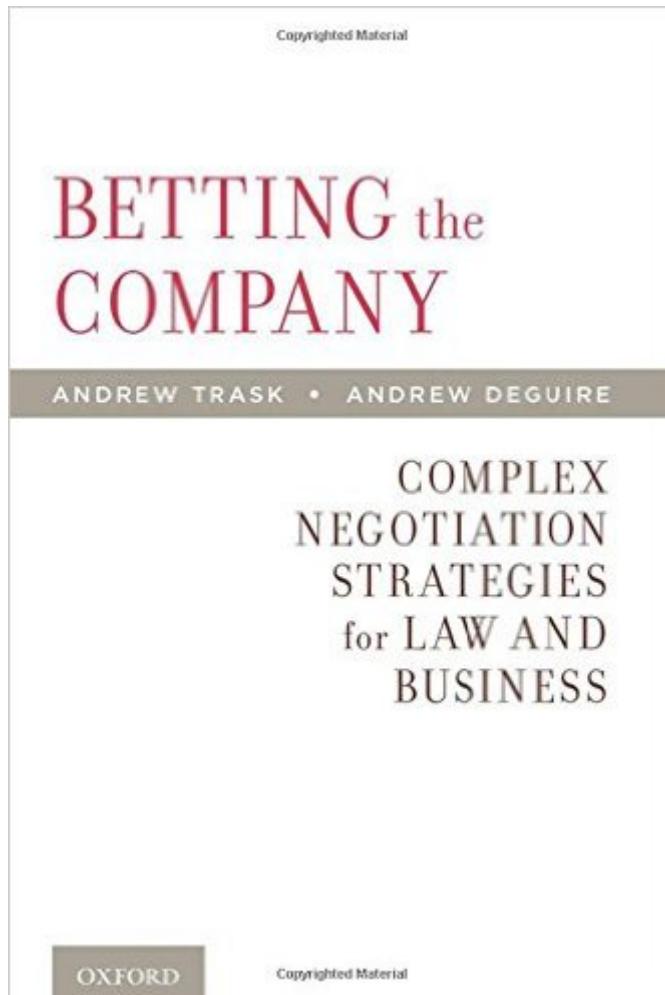


The book was found

Betting The Company: Complex Negotiation Strategies For Law And Business



Synopsis

Where the fate of a company is on the line in a negotiation, legal and business teams must work seamlessly to reach a successful conclusion. Unfortunately, there's often a gap between lawyers, who are typically untrained in business strategy, and business executives, who lack basic knowledge of contract law and regulations. In *Betting the Company: Complex Negotiation Strategies for Law and Business*, Andrew Trask and Andrew DeGuire offer a thorough introduction to enable lawyers and business people to understand the theoretical concepts and to apply practical tools to conduct a successful, multi-faceted negotiation. The authors, both of whom have extensive experience conducting high-stakes negotiation, explain the different strategic considerations negotiators face, from the pressures on individuals representing a larger group to the difficulties that arise from clashes of corporate culture. They also discuss the specific challenges raised by negotiations that involve multiple parties, multiple issues, and take place over longer periods of time. Throughout this illuminating book, Trask and DeGuire provide concrete, practical advice on how best to guide companies through the most difficult negotiations.

Book Information

Paperback: 368 pages

Publisher: Oxford University Press; 1 edition (June 3, 2013)

Language: English

ISBN-10: 0199846251

ISBN-13: 978-0199846252

Product Dimensions: 8.2 x 1.4 x 5.5 inches

Shipping Weight: 13.6 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 starsÂ See all reviewsÂ (5 customer reviews)

Best Sellers Rank: #1,683,096 in Books (See Top 100 in Books) #245 inÂ Books > Law > Rules & Procedures > Litigation #306 inÂ Books > Business & Money > Human Resources > Conflict Resolution & Mediation #1558 inÂ Books > Law > Rules & Procedures > Civil Procedure

Customer Reviews

I have struggled with negotiation books. There's something about the drearily earnest and stultifying tone, not to mention the frequent paucity of much new content, as the few ideas are buried in filler, that really frosts me. No such problems here. I have to compliment a teacher who puts in that extra push to make the content interesting, particularly alongside some good substantive advice.

The authors do a terrific job of covering the most critical aspects of business negotiations and bring them to life with terrific real life examples. The "how-to's" at the end of each chapter, based on their extensive experiences, are extremely effective at outlining very practical advice for business leaders to draw from. They also make the book a fun read by working in several memorable quotes throughout the book that range from Meatloaf, to Ted Turner to the Godfather - which are surprisingly effective at driving home their main messages!

If you're involved in complex negotiations, this book is a must read. Written by clearly knowledgeable and experienced legal and business practitioners, this book is rich in content with lots of useful information, as well as examples, of how to negotiate in a complex environment. Particularly useful is the point that complex negotiations usually occur between two organizations, not just individuals and the negotiations don't stop when an agreement is reached. Now the real work begins to move the two organizations forward!

This book undoubtedly is written for a targeted audience, but the style and tone make it very reader-friendly. The movie quotes are a nice touch, and make you feel the authors are just "regular guys", albeit very savvy ones.

The Andrews provide excellent content in a fun and practical format. The book certainly is helpful and accessible for people who are just starting their journey into negotiations. But even those who negotiate for a living will find the book provides them not only with helpful reminders, but also with a broader understanding of all of the factors that must be carefully considered in any complex negotiation. Through the use of humor, "real world" examples of successes and failures, and concise subsections that get right to the point, Andrew and Andrew make a trip through this outstanding book both quick and entertaining. Well done!

[Download to continue reading...](#)

Betting the Company: Complex Negotiation Strategies for Law and Business Business Negotiation: 20 Steps To Negotiate With Results, Making Deals, Negotiation Strategies, Get What You Want, When You Want It, Achieve Brilliant Results, Negotiation Genius, Leadership Beat Binary Options: Winning Financial Betting Strategies for Today's Markets Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) Law and Business of the Entertainment Industries, 5th Edition (Law & Business of the Entertainment Industries) Betting

Booze and Brothels Fortune's Formula: The Untold Story of the Scientific Betting System That Beat the Casinos and Wall Street How to Make Money in Sports Betting: Quick Start Guide: How to eBooks, Book 19 Women Don't Ask: The High Cost of Avoiding Negotiation--and Positive Strategies for Change Bargaining for Advantage: Negotiation Strategies for Reasonable People 2nd Edition Bargaining for Advantage: Negotiation Strategies for Reasonable People Business Valuation for Business Owners: Master a Valuation Report, Find the Perfect Business Appraiser and Save Your Company from the Looming Disasters That You Don't Yet Know About Negotiation (Harvard Business Essentials Series) Start Your Own Law Practice: A Guide to All the Things They Don't Teach in Law School about Starting Your Own Firm (Open for Business) Successful Business Plan: Secrets & Strategies (Successful Business Plan Secrets and Strategies) Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business) BUSINESS PLAN: Business Plan Writing Guide, Learn The Secrets Of Writing A Profitable, Sustainable And Successful Business Plan ! -business plan template, business plan guide - Pasta (Company's Coming) (Company's Coming) How to Start a Trucking Company: Your Step-by-Step Guide to Starting a Trucking Company Forex: Strategies - Best Forex Trading Strategies For High Profit and Reduced Risk (Forex, Forex Strategies, Forex Trading, Day Trading Book 2)

[Dmca](#)