

Negotiating Business Transactions An Extended Simulation Course Aspen Coursebook

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By bringing a business deal into the classroom, the text helps students study objectives, structures, and strategies and learn by doing in a setting where mistakes become lessons—not malpractice. The text enables students to develop negotiating and drafting skills as they experience the “real time” challenges of negotiating deals.

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Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook)

Negotiating Business Transactions: An Extended Simulation ...

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Negotiating Business Transactions : An Extended Simulation ...

ISBN: 9781454830719 1454830719. OCLC Number: 841187084. Description: xvi, 289 pages : illustrations, forms ; 26 cm. Contents: Introduction to transactional practice --Role of a lawyer in a business transaction --Use of financial analysis in transactional practice and negotiations --The simulation materials --The process of negotiation --Lawyer as negotiator : understanding the deal; applying ...

Negotiating business transactions : an extended simulation ...

Teaching students to be transactional lawyers requires innovation. Transaction documents provide no insight into the process of reaching agreement. Our course, in which students participate in an extended simulation exercise, brings the process of structuring and negotiating an international business transaction into the classroom.

International Business Negotiations | IAALS

But as Woodward continued his negotiation, he also apparently revised his assessment of his negotiating partner. Back in 2017, Woodward seems to have believed that with Trump he was doing business ...

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