

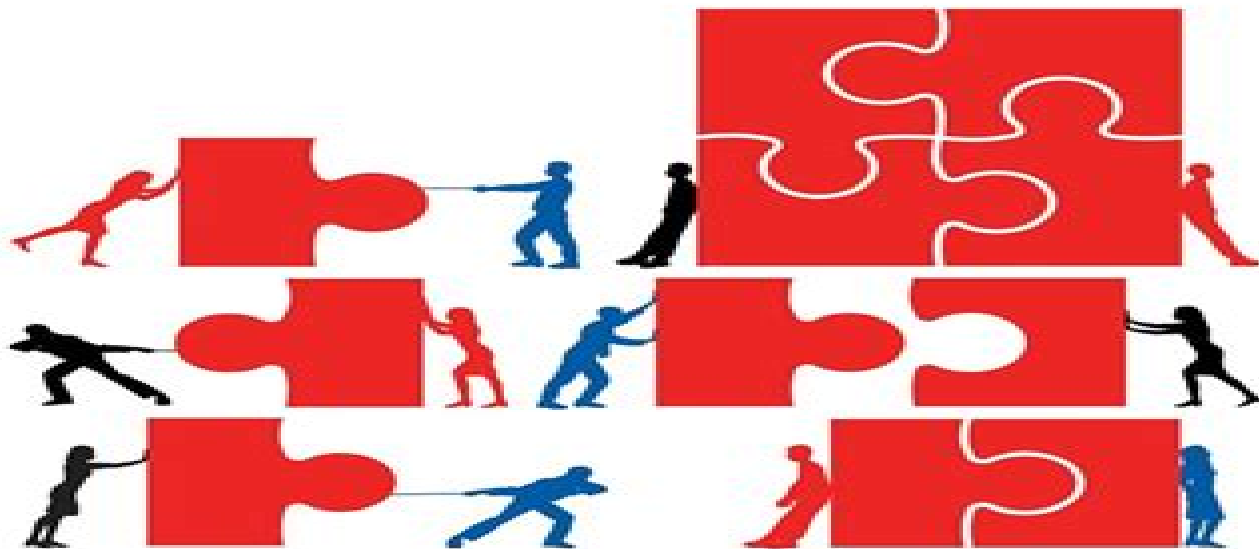
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# Negotiating Business Transactions

An Extended Simulation Course

SECOND EDITION



Wolters Kluwer

# Negotiating Business Transactions An Extended Simulation Course Aspen Coursebook

**Dr Daphne Halkias, Dr Nicholas  
Harkiolakis, Dr Sam Abadir**



## **Negotiating Business Transactions An Extended Simulation Course Aspen Coursebook:**

*Negotiating Business Transactions* Daniel D. Bradlow, Jay Gary Finkelstein, 2022-01-31 *Negotiating Business Transactions An Extended Simulation Course Third Edition* *Negotiating Business Transactions* Daniel D. Bradlow, Jay Gary Finkelstein, 2026 Buy a new version of this textbook and receive access to the Connected eBook on Casebook Connect including academic lifetime access to the online ebook with highlight annotation and search capabilities Access also includes an outline tool and other helpful resources Connected eBooks provide what you need most to be successful in your law school classes *Negotiating Business Transactions An Extended Simulation Course Fourth Edition* is targeted to upper level courses in Transactional Law Negotiations and International Business Law and designed for a unique simulated transactional negotiations course involving two groups of students in the same law school or different law schools representing either a multinational corporation or an agricultural producer in negotiating a complex business transaction With ample instructional materials and a simulation exercise that includes individual negotiating instructions for each party this complete teaching package offers students the opportunity to learn by doing and to experience how to negotiate and structure a complicated business transaction Students learn to strategize negotiate and draft all within the context of a simulated business negotiation that brings the deal inside the classroom where its multiple aspects legal business social and political can be studied In addition to the substantive materials focused on the business and legal issues raised by the simulation exercise authors Daniel D Bradlow and Jay Gary Finkelstein address the ethical social and professional issues that can arise in transactional legal practice New to the Fourth Edition New material including Practical examples drawn from real negotiations More content on the relevance of psychology in conducting negotiations Examples of the relevance importance and implementation of back channel negotiations in parallel with formal negotiations Expanded context for understanding the relevance of financial analysis in transactional practice illustrated by new examples Additions based on insights from faculty who have used this book in their courses and students who have participated in the simulation exercise Benefits for instructors and students Complete simulation materials facts and context negotiating instructions and background readings on all aspects of the transaction Balanced coverage of negotiation skills and substantive issues relevant to business transactions Opportunity for students to apply negotiation and business concepts in analyzing the transaction preparing and strategizing for negotiation and structuring legal relationships and documents to achieve client objectives Professional responsibility issues in the context of a negotiation Practical coverage The real time challenges of negotiating a business deal Where business and law intersect when negotiating a business deal How to structure a complex business deal How to use knowledge of law to find solutions in business transactions Creative problem solving to achieve a mutually acceptable outcome How to work collaboratively to implement a strategy How to document a business transaction Introduction to the relevance of psychology in negotiation Introduction to financial aspects of a transaction Materials on Ethics and Negotiation

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traditional face to face negotiation Case studies illustrate how cross cultural negotiations can be managed through modern channels of social influence and information sharing and shed light on the critical social cognitive and behavioral role of the negotiator in resolving on line cross cultural conflicts and disputes and generally in bargaining and negotiation This book with its practical exercises will be of immense help to students and professionals needing to practice with the new negotiating media     Transactional Skills Stephen L. Sepinuck, John Francis Hilson, 2015 Co published by West Academic Publishing and the ABA this coursebook designed to be used in law schools and large law firms with associate training programs focuses on documenting agreements in a variety of topical legal areas such as real estate merger and acquisitions finance and securities Intended to be taught to students or new associates by utilizing problems to teach them acquisition of transactional lawyering skills an extensive corresponding Teacher s Manual that includes a detailed response to each problem and guidance on teaching each of the simulations is available Through carefully designed problems and exercises the first part of the book helps students understand and strategically use the different types of contract terms translate deal terms to precise contract language use forms appropriately and spot and resolve ambiguity Students also practice deal design due diligence and negotiating contract language The second part of the book consists of four simulated commercial transactions each of which consists of several parts In each simulation students further develop their transactional lawyering skills by structuring negotiating and documenting a deal on behalf of a one of the parties to the transaction

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