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

Daniel D. Bradlow, Jay Gary Finkelstein
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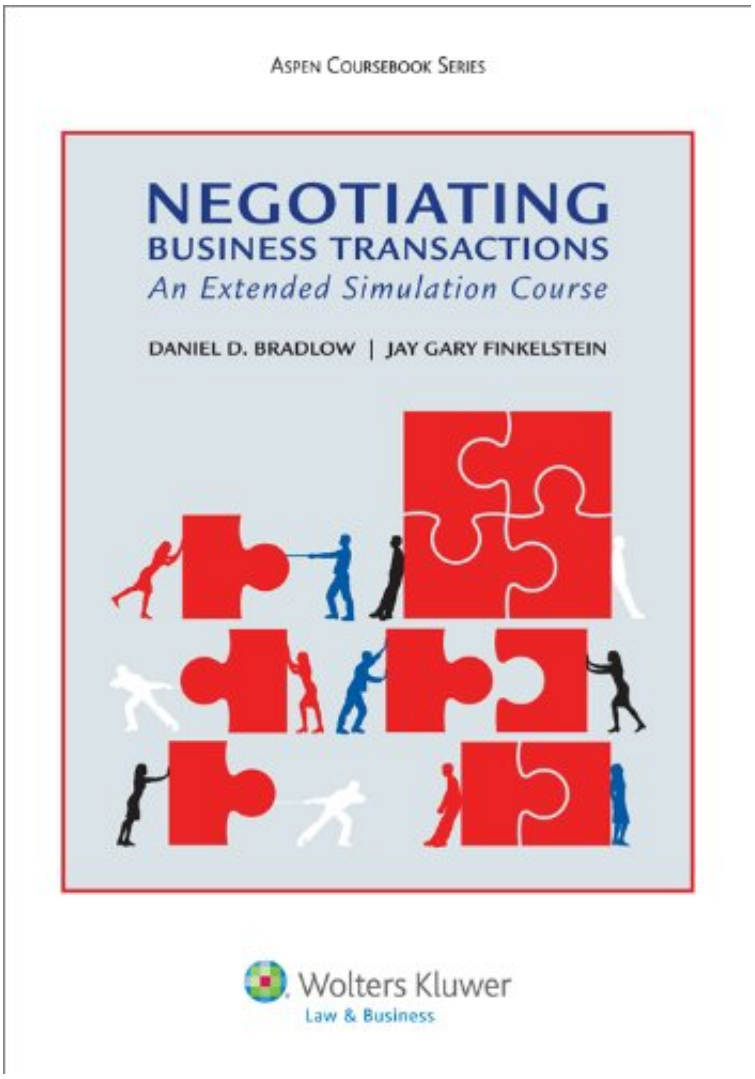

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Daniel D. Bradlow, Jay Gary Finkelstein : Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook Series) before purchasing it in order to gage whether or not it would be worth my time, and all praised Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook Series):

0 of 0 people found the following review helpful. Nothing to write home about, but writing home about a book would be kind of odd anyways.By Matt RodgersIt is a fairly decent approach to the concept of negotiation, but the entire book centers on one simulation and uses terminology that I have never heard elsewhere in regards to approaches to

negotiations. I think the book would have benefited from additional simulation exercises rather than just one seeing as you are not likely going to always be thrown into this type of negotiation; rendering a great deal of the recommendations useless in the real world unless you are looking to focus solely on corporate law.0 of 0 people found the following review helpful. Book was in goodBy PeterWell-made course, Book was in good condition

The only offering of its kind, Negotiating Business Transactions: An Extended Simulation Course contains facts and contextual materials, negotiating instructions for each side, and background readings on all aspects of the transaction. The text is an introduction to both negotiations and transactional legal practice, and meets the ABA practical skills requirements. 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. Students explore the interaction between business and legal issues in the context of structuring those deals. Then, they can apply what they have learned to produce a solution that meets the client's objectives and is acceptable to the counterparty. Finally, by understanding the social and environmental impacts of business transactions, students can more fully explore issues of professional responsibility in negotiations. Student response has been consistently and overwhelmingly positive. Features: meets ABA practical skills requirements contains simulation materials facts and contextual materials negotiating instructions for each side background readings on all aspects of the transactionintroduction to both negotiations and transactional legal practice brings a business deal into the classroom to study objectives, structures and strategies an opportunity to learn by doing in a setting where mistakes are lessons, not malpractice enables students to: experience the ""real time"" challenges of negotiating a business deal explore the interaction between business and legal issues in the context of negotiating and structuring a business deal apply legal knowledge to produce a business solution that meets the client's objectives and is acceptable to the counterparty develop negotiating and drafting skills understand the social and environmental impacts of business transactions examine professional responsibility issues in negotiationsstudent response is consistently and overwhelmingly positive syllabus alternative class formats sample lecture outlines for issues raised by the simulation sample PowerPoint slides debriefing issues