

BETTING the COMPANY

ANDREW TRASK • ANDREW DEGUIRE

COMPLEX
NEGOTIATION
STRATEGIES
for LAW AND
BUSINESS

OXFORD

Betting The Company Complex Negotiation Strategies For Law And Business

Clyde H. Wilson



Betting The Company Complex Negotiation Strategies For Law And Business:

Betting the Company Andrew Trask, Andrew DeGuire, 2013-06-06 Betting the Company Complex Negotiation Strategies for Law and Business provides a thorough introduction to the concepts and tools required by lawyers and business people to successfully conduct a multi faceted negotiation **Betting the Company** Andrew Trask, Andrew DeGuire, 2013-04-19 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 **Remix**

Strategy Benjamin Gomes-Casseres, 2015 Alliances partnerships acquisitions mergers and joint ventures are no longer exceptions in most businesses they are part of the core strategy As companies look to external partners for acquiring even strategic resources and capabilities they need a practical road map for ensuring these relationships generate value What combinations of resources do we need How do we manage them over time What profits will we earn Will they justify our investments Benjamin Gomes Casseres shares insight from decades of consulting and academic research on how companies create new value by remixing resources with other companies Organized around three laws Remix Strategy explains how companies can gain the most from their business combinations First Law The value created by the combination should exceed the total that would be generated by the players acting alone How much more value can we create together in the market together What lies behind this joint value Second Law The combination must be designed and managed to realize the joint value in reality What partners and structures fit this goal best How do we manage those elements that are the sources of the joint value Third Law Each participant must earn sufficient profits to reward its investment How do we divide the joint value How might these shares change over time Other books explain how to structure deals or how to navigate complexities of organization and culture This book provides core principles and a practical framework for creating and capturing value no matter the path chosen **Corporate Opportunities** Marco Claudio Corradi, 2021-08-26 This monograph provides a

comprehensive analysis of corporate opportunities doctrines from a comparative perspective It looks at both common law and civil law rules and relies to a large extent on a law and economics approach This book broadens the conventional view on

corporate opportunities a vital step in light of the adoption of corporate opportunities rules in civil law jurisdictions and in light of investors ever changing strategies This approach considers institutional complementarities and especially industrial complementarities The book thus explores several jurisdictions and their economic and industrial environments whilst also assessing the impact of globalisation onto legal reform Furthermore it analyses the problems related to the application of corporate opportunities rules to cross border venture capital In normative terms the book advances one main stance articulated in three points first it proposes different sanctions for undisclosed and disclosed misappropriations supporting the core idea that sanctions should be set against disclosure and not authorisation Secondly it advances the idea that sanctions against undisclosed misappropriations should be more severe than the ones presently applied Thirdly it considers the possibility of a more flexible treatment of disclosed misappropriations This study is positioned at the intersection of several fields providing a lens into a much broader range of dynamics that will be of interest to a varied international readership and offering a window into the broader institutional dynamics at work in centres of innovation eg Silicon Valley and industrial districts in other jurisdictions It is rooted in law and economics but the emphasis is placed on how corporate opportunities rules fit within a broader set of institutional dynamics that affect innovation industrial efficiency and economic competitiveness

Fairness in Class Action Litigation Act of 2015 United States. Congress. House. Committee on the Judiciary. Subcommittee on the Constitution and Civil Justice, 2015

The Palgrave Handbook of Cross-Cultural Business Negotiation Mohammad Ayub Khan, Noam Ebner, 2018-12-13 Global business management issues and concerns are complex diverse changing and often intractable Industry actors and policy makers alike rely upon partnerships and alliances for developing and growing sustainable business organizations and ventures As a result global business leaders must be well versed in managing and leading multidimensional human relationships and business networks requiring skill and expertise in conducting the negotiation processes that these entail After laying out a foundation justifying the importance of studying negotiation in a global context this book will detail conventional and contemporary theories regarding international engagement culture cultural difference and cross cultural interaction with particular focus on their influence on negotiation Building on these elements the book will provide a broad array of country specific chapters each describing and analyzing the negotiation culture of businesspeople in a different country around the world Finally the book will look ahead with an eye towards identifying and anticipating new trends and developments in the field of global negotiation This text will appeal to scholars and researchers in international business cross cultural studies and conflict management who seek to understand the challenges of intercultural communication and negotiation It will provide trainers and consultants with the insights they need to prepare their clients for intercultural negotiation Finally the text will appeal to businesspeople who find themselves heading out to engage with counterparts in another country or operating in other multinational environments on a regular basis

Winning Techniques for Computer and High Tech Litigation Clyde H. Wilson, 1995 Whether you have little

prior knowledge of the field or already know about the basics of technology and the law this book is your best resource This book has an excellent introduction to computer and software technology as well as a summary of current statutory and case law in the principal areas of high tech litigation It also covers the discovery and admissibility of computer related evidence The author includes a collection of tips strategy and insights into high tech litigation both for court and alternate dispute resolution forums Finally the author discusses pretrial investigation and discovery in performance failure cases The author has updated this edition by adding information on state of the art technology including computer networks and the Internet online services and bulletin boards optical disks and CD ROMs multimedia systems virtual reality and artificial intelligence and neural networks *Cable Television Business* ,1985 *Alternative Dispute Resolution that Works* Ernest G. Tannis,1989 Mostly concerned with ADR law in Canada but includes references to United States law **The Legal 500** John Pritchard (avocat.),2008

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