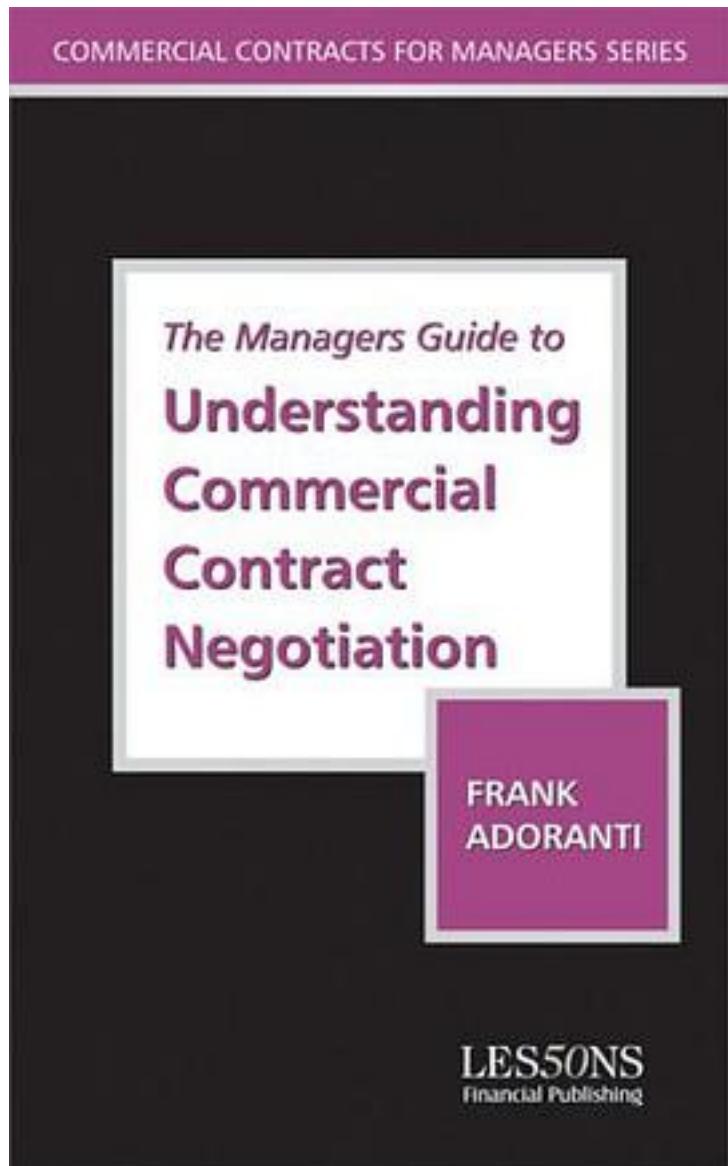


The Managers Guide to Understanding Commercial Contract Negotiation



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* Examples are given from "real-life" business situations* Practical information and "Golden Rules" on what to do and what not to do* Plain English explanations of legal termsYou've been involved in weeks, or sometimes even months, of hard-fought negotiations. However, the deal is not done until it is written up-not until the final form of contract is agreed upon and executed. You have to have a basic understanding of commercial contracts and all their ramifications every step of the way. This series explains the basics of commercial contract law, highlights how to spot potential issues before they become a problem and then how to work with a lawyer more effectively if things go wrong. It is a practical series definitely intended for corporate managers rather than lawyers.

作者介绍:

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