

Negotiating and Structuring Acquisitions in China

INSIDE THE MINDS™

NEGOTIATING AND STRUCTURING ACQUISITIONS IN CHINA

LEADING LAWYERS ON PERFORMING DUE DILIGENCE,
IDENTIFYING A NEGOTIATION STRATEGY, AND
NAVIGATING COMPLIANCE ISSUES



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Negotiating and Structuring Acquisitions in China is an authoritative, insiders perspective on key strategies for representing and advising companies involved in acquisitions in China. Featuring partners from some of China's leading law firms, these experts guide the reader through the different phases of negotiating and structuring an acquisition and the key considerations for each phase. These top lawyers reveal their advice on navigating the preliminary discussion with the target company, drafting a letter of intent, performing legal and financial due diligence, and closing a successful deal. From interpreting new legislation and working with government agencies to understanding cultural considerations and overcoming language barriers, these authors offer advice on considering the unique aspects attorneys are faced with when handling an acquisition in China. Additionally, these leaders give tips on communicating with clients, including addressing client concerns, protecting clients, and changing strategies when necessary. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to navigating this increasingly-enforced and rapidly-changing area of law in China.

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