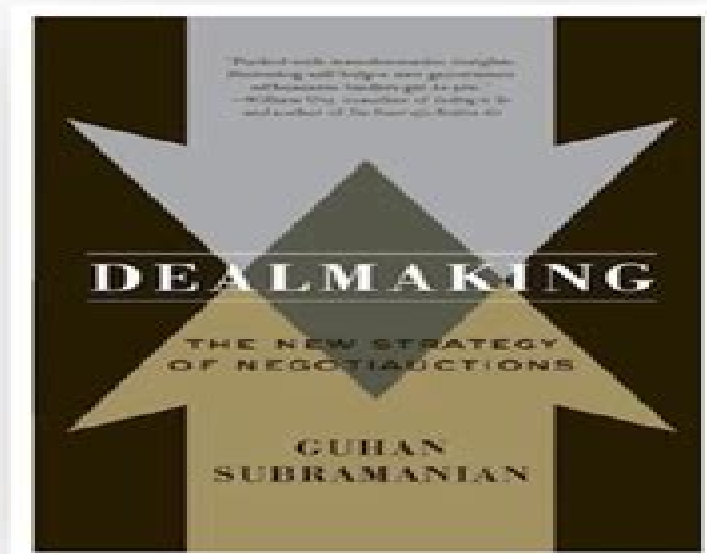


Dealmaking: The New Strategy of Negotiations



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3 Sentence Summary

Dealmaking dives into the theory of both negotiations and auction sales, and then presents a third hybrid theory that is a combination of the two (hence the subtitle). Subramanian writes from an academic's perspective, but he doesn't fail to provide plenty of helpful examples and case studies along the way. Recommended as a how-to guide for anyone involved in the sale of high-value assets, this book is a fun read for those who have a deeper appreciation for deal-making strategy than most.

5 Key Takeaways

1. Use *anchoring* and your understanding of the *zone of possible agreement (ZOPA)* to decide when to make a first offer during a negotiation.
2. Auction when you have a large number of potential buyers, the asset for sale is well specified, or speed and process transparency are important.
3. Negotiate when bidders are well known, when the potential for value creation is high, when the working relationship is important, or when the seller has a low risk tolerance.

Dealmaking The New Strategy Of Negotiauctions

Michael Benoliel



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Dealmaking Guhan Subramanian, 2011-08-22 Packed with transformative insights Dealmaking will help a new generation of business leaders get to yes William Ury coauthor of Getting to Yes Informed by meticulous research field experience and classroom tested strategies Dealmaking offers essential insights for anyone involved in buying or selling everything from cars to corporations Leading business scholar Guhan Subramanian provides a lively tour of both negotiation and auction theory then takes an in depth look at his own hybrid theory outlining three specific strategies readers can use in complex dealmaking situations Along the way he examines case studies as diverse as buying a house haggling over the rights to a TV show and participating in the auction of a multimillion dollar company Based on broad research and detailed case studies Dealmaking brings together negotiation and auction strategies for the first time providing the jargon free empirically sound advice professionals need to close the deal Originally published in hardcover under the title Negotiauctions **Strategic**

Negotiations for Sustainable Value Stefanos Mouzas, 2022-07-05 Strategic Negotiations for Sustainable Value is a guide to learning how to conclude lasting business deals that are environmentally socially and economically sustainable in an international business context Managers today need to negotiate with multiple stakeholders such as suppliers customers agencies governments and authorities to be able to access the resources that they need Creating and capturing sustainable value is not a fixed entity but rather the outcome of long and time consuming negotiations that affect further negotiations Providing illustrative international case studies throughout each chapter this book explores the strategic challenges that managers face in their markets today the practical analytical tools that needed to create and capture value that is sustainable the behavioral biases and cognitive errors in strategic negotiations the various ways by which negotiators manifest their business agreements in contracts the managerial implications of strategic negotiations The book is ideal for advanced undergraduate and postgraduate students in negotiation business administration management or related courses such as business marketing and customer or key account management It is equally valuable to industry professionals managers involved in negotiating with customers suppliers or partners and those pursuing professional qualifications or accreditation in marketing sales or management **The Art And Science Of Real Estate Negotiation** Gabrielle Dahms, 2020-12-05 The

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ticas tradicionales y de actualidad tales como la planeaci n la objetividad en la selecci n de los contratistas la ejecuci n y la redefinici n de los tipos contractuales la internacionalizaci n de los contratos estatales la contractualizaci n de la actividad administrativa el impacto de la regulaci n econ mica en la ejecuci n contractual entre otros En otros t rminos cada uno de los autores de manera especializada abordaron las fases de selecci n ejecuci n y terminaci n con el objetivo de ofrecer a la comunidad acad mica y profesional un verdadero referente en la materia

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