



Bigwig Briefs: The Art of Deal Making - Leading Deal Makers Reveal the Secrets to Negotiating, Leveraging Your Position and Inking Deals

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Bigwig Briefs: The Art of Deal Making includes knowledge excerpts from some of the biggest name lawyers and venture capitalists in the world on ways to master the art of deal making. These highly acclaimed deal makers explain the secrets behind keeping your deal skills sharp, negotiations, working with your team, developing and utilizing your "special" deal skills, meetings schedules and environment, deal parameters and other important topics. A must have for every financial professional, lawyer, business development professional, CEO, entrepreneur and individual involved in deal making in any environment and at every level. This book features content from the book Inside the Minds: Leading Deal Makers and essays specifically authored for this book, all published by Aspatore.

Praise For Content in This Book: "Intensely personal, practical advice from seasoned dealmakers." - Mary Ann Jorgenson, Business Practice Coordinator, Squire Sanders & Dempsey

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Michael Hale:

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