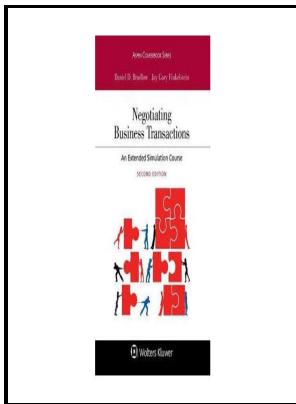


# Negotiating business transactions

Wiley Law Publications - Detroit MI Business Transaction Lawyer



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- Negotiation in business -- United States.
- Commercial law -- United States.
- Contracts -- United States.Negotiating business transactions

- Business practice libraryNegotiating business transactions  
Notes: Includes bibliographical references and index.  
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## Contract Negotiations: Dealing with Difficult People and Coping with an Insulting Offer

Instead, they breed more irrationality and irritability and are likely to sabotage your deal before it gets off the ground. Even phone negotiations can involve distractions from other employees in your office or issues with the connection.

### What's Your Negotiation Strategy?

For the device maker, the cost of agreeing to much of what the distributor was requesting dropped significantly. After considering expanding the scope of the deal, the device maker instead opted to narrow it.

### Aspen Publishers

**Negotiating With Local Merchants** If you owe money to a local dentist, attorney, auto mechanic, or other service provider, you can negotiate in the same manner as any other unsecured debt, such as credit card debt or unsecured bank loans. Another mistake I see people make is not asking for more than the bare minimum.

## Contract Negotiations: Dealing with Difficult People and Coping with an Insulting Offer

This is not only because Mexico is our southern neighbor, but also because US companies conduct a substantial amount of trade with Mexico. Finkelstein speaks frequently on transactional law topics at academic conferences, seminars, and continuing legal education programs.

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