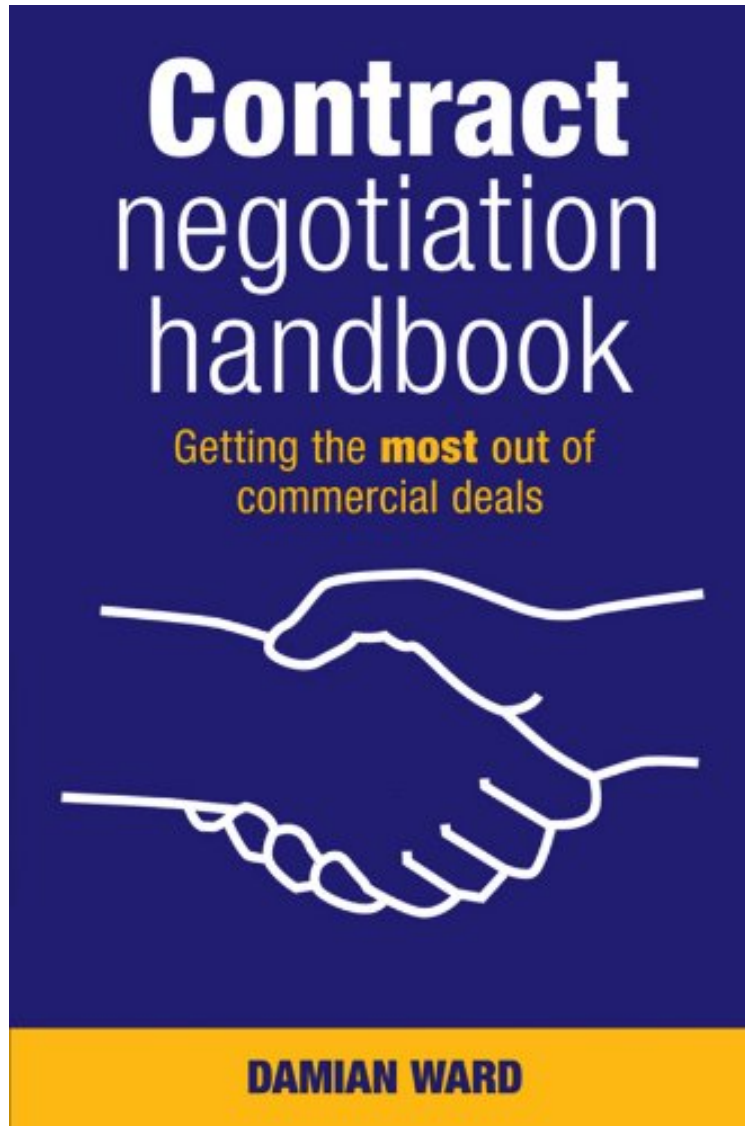


# Contract Negotiation Handbook: Getting the Most Out of Commercial Deals

*Damian Ward*

*audiobook / \*ebooks / Download PDF / ePub / DOC*



#1586817 in eBooks 2012-01-27 2012-01-27File Name: B007CAXIQO | File size: 17.Mb

**Damian Ward : Contract Negotiation Handbook: Getting the Most Out of Commercial Deals** before purchasing it in order to gage whether or not it would be worth my time, and all praised Contract Negotiation Handbook: Getting the Most Out of Commercial Deals:

0 of 0 people found the following review helpful. Five StarsBy CustomerPractical0 of 0 people found the following review helpful. Four StarsBy Daphne JacksonGreat Condition!!!

A good commercial contract is both a springboard and a safety net -- it provides the opportunity to expand and grow your business, but also to protect it if things go wrong. In a tough commercial world, getting the best deal you can is paramount. The Contract Negotiation Handbook demystifies complex legal principles so that busy businesspeople can quickly and easily digest them. With clear, practical examples and case studies to help illustrate and explain different types of contracts and contractual situations, this comprehensive handbook will help you: prepare for negotiations and identify contractual terms make sure you have covered the 'springboard and the safety net' -- combining the appealing and less appealing aspects of contracts identify the type of negotiator that your counter party is and how that affects your negotiations develop an overview of contract law devise a negotiation strategy identify whether you are in a contractual dispute prepare for and acquire the best result out of any contractual dispute.

About the Author Damian Ward is a partner in Home Wilkinson Lowry, an Australia-wide commercial law firm. Damian has written extensively about contract preparation and negotiation, and has a monthly column in Managing Information Strategies (MIS) magazine. Throughout his career, Damian has assisted countless clients to resolve disputes arising from contracts.