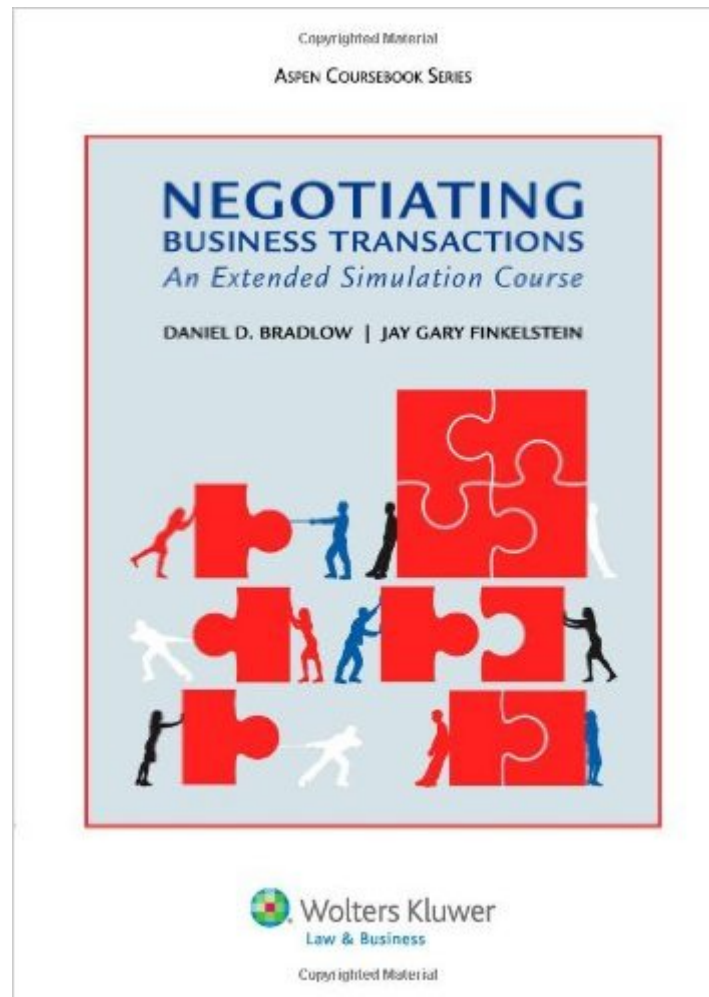


The book was found

# Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook)



## Synopsis

The only offering of its kind, *Negotiating Business Transactions: An Extended Simulation Course* contains facts and contextual materials, negotiating instructions for each side, and background readings on all aspects of the transaction. The text is an introduction to both negotiations and transactional legal practice, and meets the ABA practical skills requirements. By bringing a business deal into the classroom, the text helps students study objectives, structures, and strategies and learn by doing in a setting where mistakes become lessons--not malpractice. The text enables students to develop negotiating and drafting skills as they experience the "real time" challenges of negotiating deals. Students explore the interaction between business and legal issues in the context of structuring those deals. Then, they can apply what they have learned to produce a solution that meets the client's objectives and is acceptable to the counterparty. Finally, by understanding the social and environmental impacts of business transactions, students can more fully explore issues of professional responsibility in negotiations. Student response has been consistently and overwhelmingly positive.

Features:

- meets ABA practical skills requirements
- contains simulation materials
- facts and contextual materials
- negotiating instructions for each side
- background readings on all aspects of the transaction
- introduction to both negotiations and transactional legal practice
- brings a business deal into the classroom to study objectives, structures and strategies
- an opportunity to learn by doing in a setting where mistakes are lessons, not malpractice
- enables students to:
  - experience the "real time" challenges of negotiating a business deal
  - explore the interaction between business and legal issues in the context of negotiating and structuring a business deal
  - apply legal knowledge to produce a business solution that meets the client's objectives and is acceptable to the counterparty
  - develop negotiating and drafting skills
  - understand the social and environmental impacts of business transactions
  - examine professional responsibility issues in negotiations
- student response is consistently and overwhelmingly positive

syllabus

- alternative class formats
- sample lecture outlines for issues raised by the simulation
- sample PowerPoint slides
- debriefing issues

## Book Information

Series: Aspen Coursebook

Paperback: 350 pages

Publisher: Aspen Publishers (July 4, 2013)

Language: English

ISBN-10: 1454830719

ISBN-13: 978-1454830719

Product Dimensions: 7.2 x 0.7 x 10.2 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #535,930 in Books (See Top 100 in Books) #78 in Books > Law > Business > Arbitration, Negotiation & Mediation #220 in Books > Textbooks > Business & Finance > Business Law #339 in Books > Law > Business > Franchising

[Download to continue reading...](#)

Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook)

International Business Transactions: A Problem-Oriented Coursebook (American Casebook Series)

Legal Writing & Analysis, 3rd Edition (Aspen Coursebook) (Aspen Coursebooks) Aspen Handbook

for Legal Writers: A Practical Reference, Third Edition (Aspen Coursebook Series) Negotiating

Construction Law Disputes: Leading Lawyers on Evaluating Disputes, Assessing Risks, and

Deciding the Best Course of Action (Inside the Minds) Home Based Business Escape Plan: How To

Make \$10,000 Per Month With Your Own Part-Time, Online Lifestyle Business: Home Based

Business Ideas (Home Based Business Opportunities) BUSINESS: Business Marketing, Innovative

Process How To Startup, Grow And Build Your New Business As Beginner, Step By Step Online

Guide How To Effective ... Grow And Build Business As Beginner) The Practice of Mediation: A

Video Integrated Text, Second Edition (Aspen Coursebook) Mediation Representation: Advocating

as Problem Solver, Third Edition (Aspen Coursebook) Drafting Contracts: How & Why Lawyers Do

What They Do , Second Edition (Aspen Coursebook) Estates in Land & Future Interests: A Step By

Step Guide, Fourth Edition (Aspen Coursebook) Trial Evidence (Aspen Coursebook) Basic Legal

Research: Tools and Strategies (Aspen Coursebook) In Chambers: A Guide for Judicial Clerks &

Externs (Aspen Coursebook) Legal Writing: Process, Analysis and Organization, Sixth Edition

(Aspen Coursebook) Legal Reasoning and Legal Writing: Structure, Strategy, and Style, Seventh

Edition (Aspen Coursebook) The Process of Legal Research: Practices and Resources (Aspen

Coursebook) Basic Legal Research: Tools and Strategies, Fifth Edition (Aspen Coursebook) Basic

Legal Research Workbook Revised (Aspen Coursebook) Legal Reasoning, Research, and Writing

for International Graduate Students, Third Edition (Aspen Coursebook)

[Dmca](#)