



Power Tools for Negotiating International Business Deals - 2nd edition

by James M. Klotz

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Description

Doing International Business? Here are the Tools! *Power Tools for Negotiating International Deals* is a nuts and bolts guide. This book is the handbook read before the negotiation. It is also to be used during the negotiation when a decision to stand firm or compromise must be made. *Power Tools for Negotiating International Deals* shows how international business works, where to stake high ground, what concessions to make, and what mistakes to avoid.

Filled with checklists and case examples, these are the power tools needed for negotiating business deals in the global marketplace. When negotiating an international deal, there is often only one good opportunity to strike the bargain and make the deal. To do so, a businessperson needs tools to know what to ask for, what to counter with, and what to offer up as a reasonable compromise. That is how deals get done. Without knowing the terms that would make the best international deal, the deal may still get done – it just will not be the best that could have been negotiated.

Power Tools for Negotiating International Deals explains the key issues that need to be negotiated in an international business deal, be it a product sale, agency/brokerage, consulting agreement, distributorship, license, joint venture or consortium.

Some of the topics covered in this book:

- the basics of international business deals
- negotiating international sales of goods and services
- negotiating international agency and consulting deals
- negotiating international distribution deals
- negotiating international license deals
- negotiating international joint venture and consortium deals

James M. Klotz is one of Canada's leading international business lawyers. In addition to cochairing the International Business Transactions group of one of Canada's largest law firms, he has written several books and treatises on international business law and negotiation. He has taught courses in international business law at Osgoode Hall Law School, Toronto, and in international risk assessment at the University of Toronto, School of Continuing Studies. When not flying around the world on deals, he lives and

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