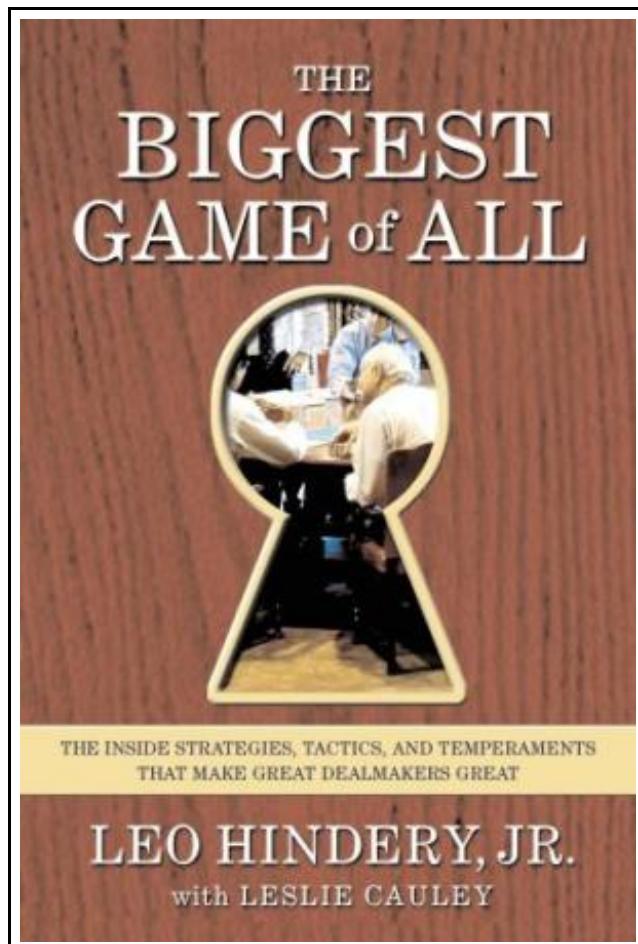


The Biggest Game of All: The Inside Strategies, Tactics, and Temperaments That Make Great Dealmakers Great



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Reviews

Great e book and helpful one. It really is written in straightforward terms and not hard to understand. You can expect to like how the blogger write this book.
(Hudson Christiansen)

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Free Press. Paperback. Book Condition: New. Paperback. 280 pages. Dimensions: 9.0in. x 6.0in. x 0.8in. Do you make deals Do you want to learn how the best dealmakers in the world do it Everyone -- and certainly every business -- makes deals. Whether you are an automobile dealer negotiating to buy another, or Exxon merging with Mobil in a 76 billion transaction, the craft of dealmaking is everywhere. And like any craft, dealmaking has its apprentices, its journeymen. . . and its masters. Leo Hindery, Jr. , is one of those masters of the negotiating table -- a man who has steered home more than 240 business deals over the last twenty-five years, deals worth well in excess of 150 billion. In The Biggest Game of All, he brings readers inside the rooms where he has worked his wizardry, sometimes in partnership with, and sometimes against, the best dealmaking businessmen of our time, including General Electrics Jack Welch, Jerry Levin of AOL Time Warner, TCIs John Malone, George Steinbrenner, Barry Diller, and Rupert Murdoch. Through detailed narratives of the key moments in some of the biggest deals of our time -- including AT and Ts 60 billion purchase of the cable giant MediaOne, the 54 billion sale of TeleCommunications, Inc. (a deal done in only twelve days), and the USA NetworksSeagram swap -- The Biggest Game of All is a true master class in dealmaking, showing all the inside strategies, tactics, and temperaments that make great dealmakers great. And at the center of the master class are Leo Hinderys ten commandments of dealmaking: 1. Do more homework than the other guy. 2. Look before you leap to the altar. You may love him, but you cant change him. 3. Deals should be done as fast as possible. . . but no...

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