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DESCRIPTION Make the Deal is an excellent approach to the world of mergers and acquisitions. Its primary function of guiding readers on how to land a powerful deal is enforced by the combination of business, law, and finance discussion. It was written in a flexible manner with the intention of giving an in-depth understanding of how negotiations work together with ...

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DESCRIPTION Make the Deal was written mainly as a guide for M&A negotiations, a framework for people who wants to venture into such practice. This was written concerning negotiations’ characteristic of taking several and frequently unpredictable legal shapes. In this book, the author intellectually curated the concept of finance, business, and law to present the [...]

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Make The Deal Negotiating Mergers

Praise for MAKE THE DEAL "Make the Deal by Chris Harrison, a highly regarded M&A practitioner and adjunct professor at the NYU School of Law, is a very useful text for both experienced M&A lawyers and for young lawyers seeking useful guidance in preparing and negotiating a merger agreement. War stories and sample contract provisions are used to illustrate a sophisticated analysis of merger ...

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