

Deal Group

J. Byrne Murphy

The Next Deal Andrei Cherny, 2008-01-07 American politics today is run on scandal and sound bites because our politicians have become disconnected from the government and public that they serve. Vast changes brought about by the information revolution and the global economy-and by the new Choice Generation of Americans under the age of thirty-have yet to impact America's centralized, one-size-fits-all government programs. Enter Andrei Cherny, who uses his unique vantage point as a twentysomething with experience working closely with the President and Vice President of the United States to consider what these vast changes will mean for American government and society. Cherny convincingly argues that Americans are coming to demand a Choice Revolution in government-expanding democracy by taking decision-making power out of the hands of experts and putting back into the hands of ordinary people. But more individual power doesn't mean just more individualism. Cherny proposes a truly interactive government in which increased government responsiveness is met with an increased commitment on the part of the public to the common good.

The Whole Damn Deal Kathryn J. McGarr, 2011-10-11 Robert S. Strauss was for many decades, the quintessential political operator. He played a pivotal role in US politics for more than fifty years, serving as chairman of the Democratic National Committee, US Trade Representative, and US Ambassador to the USSR and later Russia. He has advised and represented many US presidents for both major political parties. Yet, we know very little of this man who has been so influential behind the scenes. This is the story of how Bobby Strauss, a poor, Jewish boy from West Texas, became Robert S. Strauss, a lawyer and politician of national and international renown. Strauss entered national politics when Beltway outsiders were planning their takeover of the Democratic Party in the aftermath of the divisive 1968 Chicago convention. After the 1972 nomination and subsequent defeat of George McGovern polarized the old and new factions of the Democratic Party, Strauss became chairman of the Democratic National Committee. He managed to create a coalition of old guard conservatives, minorities, youth, and representatives of both labor and big business that resembled the patchwork Democratic Party we still have to this day. Strauss excelled at balancing accommodation and persuasion. He was proud to be an insider and a politician, even when those were considered dirty words, because he enjoyed the negotiations that politics then entailed. His Texas charm and political savvy won over both sides of the aisle in Washington. This book will describe what went on in the smoke-filled rooms, and in the bathrooms of the hotel suites, where the real decisions were made, as Strauss likes to say. It is a vivid portrait of a bygone era of civilized Washington politics, when Republicans and Democrats worked together without fear of criticism. --

Contracts and Negotiations : Seal the Deal Kellan Group, 2004

Winning Group Sales Presentations Linda Richardson, 1991 This book offers what every salesperson needs to sell products or services in the coming decade--step-by-step guidelines for developing and implementing a plan to sell to client groups. This book identifies the often unexpected things that can happen when selling to a group. Based on years of training and testing strategies and techniques in group sales situations, it is packed with practical, how-to skills. Specifically, this book explains: How to package presentation materials--and the salesperson--to suit the client's needs; how to use the valuable minutes before you present to begin creating rapport; how to deal with resistance, objections--and hostility; how to determine the powerful client decision maker and who influences him/her; how to address each client's individual concerns while keeping the entire group's attention.

Deal Junkie Gilbert Harrison, 2022-01-25 Bringing public and private companies to the bargaining table to merge, sell or divest themselves is an intense high-wire act--and Gilbert Harrison's Deal Junkie is an in-depth account of how a great practitioner of the art form has pulled off these kinds of deals over the course of five-plus decades in the business. If it were your job to bring a company to the bargaining table so it could merge, sell or divest, you had better have the stamina and guts as well as an intricate knowledge of how the human mind operates. Negotiating these kinds of deals is not for the faint of heart. But for over fifty years, one merchandising giant after another--Marshalls, TJ Maxx, Home Depot, Nine West, Kohl's, Macy's, Sears, CVS, The Limited, Dollar Tree, Eddie Bauer, Interparfums, Jeffrey Stores, and Jos A. Bank, to name a few--have relied on Gilbert Harrison to help them forge just these kinds of deals. Have they all been signed, sealed, and delivered? No, that's not how the game works, and getting many of these deals negotiated is exactly that--a game. In all deals, nobody knows who to believe or not to believe, and what a company's objectives are. But whether buying, selling or divesting, it has been Harrison's job to try and figure out the secret competing interests of a company and to get those deals across the finish line. Deal Junkie is the story of Gilbert Harrison's rise to becoming one of the true lions in the field of retail, apparel, beauty, footwear and other merchandising and consumer-related companies.

Venture Deals Brad Feld, Jason Mendelson, 2011-07-05 An engaging guide to excelling in today's venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a proposed investment. Since this time, they've seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, Venture Capital Financings puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

The Sweetheart Deal Polly Dugan, 2016-05-31 A widow and her husband's best friend fall in love, but even if it's what the husband wanted, is it real? Firefighter Leo McGeary has always joked that, in the event of his death, he wants Garrett, his best friend and a consummate bachelor, to marry his wife, Audrey. One drunken New Year's Eve, he goes so far as to make Garrett promise to do so. Twelve years later, Leo dies in a freak skiing accident. Within hours, Garrett quits his job and purchases a one-way ticket to Oregon to be with Leo's family. As Audrey learns to navigate life as a widow and a single parent, her feelings for Garrett become more than platonic, and he begins to fall for her, too. But when she learns of the drunken pact made long ago, the promise that brought

Garrett into her world becomes the obstacle to his remaining in it.

Mergers and Acquisitions Deal-Makers Michael E. S. Frankel, 2007-07-20 A behind-the-scenes look at the underlying roles of each player in a mergers and acquisitions transaction. *Mergers and Acquisitions Dealmaker* explores the roles of the buyers and sellers involved in mergers and acquisitions as well as executive management, line management, and the corporate development team. Now in a second edition, this book provides readers with a behind the scenes look into the roles, approaches, and motivations of each key player in a strategic transaction, and provides strategies on building a successful team. Providing a unique insight into the various professionals that drive mergers and acquisitions, *Mergers and Acquisitions Dealmakers* is a valuable reference destined to become essential reading for anyone trying to understand how mergers and acquisitions actually work. Michael E.S. Frankel (Chicago, IL) is a seasoned corporate development executive with extensive experience in mergers and acquisitions, corporate strategy, and business development transactions. He has led over 100 transactions and has worked on hundreds more. He has executed transactions as an attorney, investment banker, and corporate development officer for VeriSign, GE Capital, and IRI, where he currently heads corporate development.

How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker Tom Searcy, Henry DeVries, 2012-11-02 Silver Winner--Tops Sales World's Best Sales and Marketing Book Revealed: the winning blueprint for making deals like The Oracle of Omaha Warren Buffett didn't become the world's third wealthiest individual on his investing instincts alone. Buffett is a master dealmaker. In fact, one of his greatest single successes came when he closed multiple deals to own 100 percent of the Government Employees Insurance Company--also known as GEICO. Highly successful dealmakers themselves, Tom Searcy and Henry DeVries have been studying Buffett's unique approach for many years. Now, they reveal the secrets of the Oracle of Omaha. *How to Close a Deal Like Warren Buffett* gives you the 101 top deal-making maxims of a legend in his own time. Here's just a small sampling of what's inside: Warren Way #22: Choose quality. It's better to own a portion of the Hope diamond than 100 percent of a rhinestone. Warren Way #41: Deal making is a no-called-strike game. You don't have to swing at everything--you can wait for your pitch. Warren Way #75. Think long term. Our favorite holding period is forever. Warren Way #92. Don't do deals just to do deals. We don't get paid for activity, just for being right. Warren Way #98. Think for yourself. My idea of a group decision is to look in the mirror. Warren Way #99. Be honest in your deal making. It takes 20 years to build a reputation and five minutes to ruin it. Searcy and DeVries round it all out with an abundance of their own expertise--approaches that, added up, have generated billions of dollars in new sales. Take the advice in this hands-on guide and learn *How to Close a Deal Like Warren Buffett*. *How to Close a Deal Like Warren Buffett* reveals the method behind Buffett's near-mythic deal-making prowess. Guaranteed to help you come out on the right side of every deal! Tom Searcy and Henry DeVries have done a masterful job of distilling Buffett's wisdom into a highly readable book you'll want to refer to again and again. A must-have for dealmakers! -- Ken Blanchard, coauthor of *The One Minute Manager* and *Leading at a Higher Level* Almost anybody interested in deal making will find something of interest here. Simply the most important new book on deal making and big account sales strategy. -- Marshall Goldsmith, author of the New York Times bestsellers *MOJO* and *What Got You Here Won't Get You There* Read this inspiring, advice-filled book to discover how you can leverage Warren Buffett's deal-making strategies to negotiate and win big contracts. -- Jill Konrath, author of *SNAP Selling* and *Selling to Big Companies* This book is Dale Carnegie reconfigured for the business world. -- Thomas Barnett, contributing editor at *Esquire* and author of *Great Powers: America and the World After Bush* This is the first book we've read that truly explains how Buffett thinks and how his lessons can be applied to your business. -- Neil Senturia and Barbara Bry, serial entrepreneurs and entrepreneurship columnists for U-T San Diego

How to Deal Grace Miceli, 2021-05-04 This fight or flight manual for life (the fake one you live on the internet and the one you actually live) will help you power through your worst days so you can enjoy the good ones. "I'm not here asking you to fix yourself. There's nothing wrong with you, okay? I know that how my day goes depends on whether I wake up full of hope or despair. It's not about what's happening, it's about my relationship to what's happening, you know?" --Grace Miceli, from *How to Deal* Dealing with ourselves requires . . . a lot. On the good days, it takes patience and humor; on the bad, it can devolve into online shopping sprees, over-analyzing the punctuation from every text message you receive or baking 4 dozen cookies--for ourselves. In this relatable and hilarious collection of comic strips, modern day motivational posters, and illustrated lists and diary entries, illustrator Grace Miceli explores how our comfort zones may be a trap, how to stay when you want to run away, and where to find light when everything feels dark--beyond the glow of your phone. This sharply observed book is a fight or flight manual for life (the fake one you live on the internet and the one you actually live), a weird but honest road map from a friend who wants to make it just that much easier for you to navigate your own journey.

The Global Deal Nicholas Stern, 2009-04-28 In October 2006, Nicholas Stern, one of the greatest economists and public intellectuals of our day, made headlines around the world with his report, which reviewed the costs and benefits of dealing with global warming. The world's community has learned that it must act to mitigate global climate change, but until the Stern Review, no one knew how much it would cost, and how to do it. Now, Stern has transformed his report into a powerful narrative book for general readers. *The Global Deal* evaluates the economic future, and the essential steps we must take to protect growth and reduce poverty while managing climate change. The future Stern outlines is optimistic and pragmatic; he believes we have the capacity and creativity to change. But we need the will to inspire our political leaders to drive a new global strategy.

The Smart Stepfamily Ron L. Deal, 2006 Each member has their own unique place in a family. Ron Deal explores the myth of the blended family offering practical, realistic solutions for stepfamilies.

M&A Jeffrey C. Hooke, 1997 Disney has done it. Chemical Bank has also. So, too, have thousands of other companies. In fact, it has become a staple of American business today: mergers and acquisitions. Spreading across all industry lines and encompassing corporations both large and small, merger and acquisition deals are booming. In 1995 alone, the value of all announced deals exceeded \$300 billion, including Disney's \$19 billion acquisition of Capital Cities and Chemical Bank's \$10 billion merger with Chase Manhattan. As a dynamic means of fostering growth, more and more companies will be looking to do the deal, making it essential for corporate managers and financial officers to know their way around the M&A process. In this authoritative new reference, Jeffrey Hooke--a specialist in the field who has participated in 70 corporate finance transactions--provides a practical, comprehensive, and well-rounded overview to the ins and outs of M&A deals. Using real-life examples, Hooke takes you step by step through the M&A process, outlining the fundamental principles that underlie deals and pinpointing the important strategies that play key roles in successful transactions. The first step is developing a disciplined acquisition plan that includes a researched assessment of management readiness and financial

capability. With your finances in order, it's time to find the deal that matches your company's objectives. Hooke shows you how to initiate an acquisition search by starting your own program, screening candidates, and implementing direct contact; and when you're ready to price and close a deal, Hooke's proven valuation and negotiating strategies will have you on firm footing. An invaluable primer for corporate executives and investment professionals involved in the mergers and acquisitions process, M&A is the most complete guide available today. M&A gives you the A to Z on: * Key risks that face corporate acquirers-operating issues, the danger of overpayment, financial leverage concerns * Valuation tools-using the intrinsic value approach and applying the relative value method such as comparable P/E and EBIT ratios * Buyer categories-Window Shopper, Bottom Fisher, Strategic Buyer * Maximum deal size guidelines-affordability, management experience, corporate risk tolerance * The basics of negotiating and structuring-letter of intent (LOI), due diligence investigation, closing and postmerger integration * Selling a business-retaining a financial advisor, approaching the market, confirming a valuation range A savvy guide to mastering the art of M&A From an expert in the M&A field comes a one-of-a-kind book that takes business executives and investment professionals through the complete mergers and acquisitions process. Jeffrey Hooke has done a fine job explaining the 'ins and outs' of a very complex business. He knows what he's talking about.-John C. Whitehead, former Co-Chairman, Goldman, Sachs & Co. M&A takes the fear out of the decision-making process-a great pragmatic tool. Hooke has given us a fine 'how-to' manual.-Kenneth Tuchman, Managing Director, Lehman Brothers, Inc. Hooke's basic outline of the dynamics involved provide a basic overview for both corporate executives and business students. His examples-real transactions coupled with the practicalities and legalities of the deal business-make for informative and enjoyable reading.-Gilbert W. Harrison, Chairman, Financo, Inc. Jeffrey Hooke has written a first-class primer on the science and art of mergers and acquisitions. This book will be a standard for both students and practitioners in the field.-Glenn H. Hutchins, Senior Managing Director, The Blackstone Group

Le Deal J. Byrne Murphy,2008-08-19 High-Fashion Adventure Le Deal is an adventure story involving raw entrepreneurship, high-level politics, and a young American family in foreign lands. It is the true story of Byrne Murphy, a businessman who abruptly moves to Paris with his wife and baby daughter in a quest to reignite his career and his fortunes. He quickly finds himself up against strange and powerful forces for which he is ill prepared. Just days after landing in France, Byrne reads that the newly installed prime minister has declared a moratorium on all new retail development, apparently snuffing out Byrne's proposed new venture---discount fashion malls---before it's even started. He and his company will engage in a mano a mano struggle with the prime minister (which reaches all the way to France's Supreme Court); encounter a ruthless political ambush in Germany by the soon-to-be chancellor, Gerhard Schroeder; and face a threatening ("Is this the Mafia?") would-be partner in Italy. Counterbalanced against these are a series of mostly charming encounters with nearly all members of the British Royal Family, capped off by a tour with Her Royal Majesty, Queen Elizabeth II, which nearly ended in a royal embarrassment of epic proportions. Byrne and his wife, Pamela, experience the joys and risks of living and growing their family in foreign lands. From proposals for dalliances to a harrowing experience with a local and dangerous disease during pregnancy, they are reminded time and again that surprises can be ever present in foreign cultures. Over eight years the company (McArthurGlen Europe) grew from nothing to generating approximately a billion dollars in sales from 11 centers across Europe. Those efforts created nearly 8,000 jobs, opened 1,500 stores featuring 500 brands, attracted nearly 40 million shopping visits per year, and spawned an array of competitors. In short, an industry. Along the way, the author learns what he, and Americans in general, do and do not know about life beyond our borders. The book ends with a message about the need for twenty-first-century Americans who work in international affairs to truly take "context" into account; to realize, in our quest to accomplish more in less time, that investing the time to understand the nuances of foreign cultures with which one may be working is a key to prospering in this multicultural, polyglot, interconnected, globalized world.

Six Group Therapies S. Long,2013-06-29

One Hundred and Two Plans for Closing Real Estate Deals ; Advertising,letter and Personal Solicitation,campaigns for Selling Or Renting Commercial,residence,city-block,subrban,farm and Industrial Properties; Short Cuts for Handling Real Estate Office Work,collections and Lists of Properties ,1917

3-D Negotiation David A. Lax,James K. Sebenius,2006 Most discussions on negotiation use an exclusively at-the-table perspective, focused on tactics, persuasion, psychology and other 1-D elements of the negotiation process. Articulating a 3-D perspective, this book presents a practical approach by focusing on the surface process and also on the value to be unlocked with skillful deal-design.

The Feel of the Deal Robert Sher,2007

Make the Deal Christopher S. Harrison,2016-02-15 A comprehensive introduction to today's M&A strategies Make the Deal is a direct and accessible guide to striking a powerful M&A deal. Merging business, finance, and law, this insightful examination of M&A strategy is designed to help you understand M&A negotiations and the ways in which the final outcome affects your financial future. A general overview of an acquisition agreement framework segues into a more detailed discussion of different deal structures, including stock sales, mergers, asset sales, and complex structures, giving you the information you need to know when each one applies best in practice. You'll gain insight into real-world negotiations and the delicate balancing act that occurs as each party attempts to maximize value and minimize risk, and learn the potential pitfalls that can occur. Negotiation statistics and samples from actual contracts back the war stories throughout, and reinforce the idea that there's no single perfect solution. As a topic of study, M&A is constantly evolving; in practice, it changes at the speed of light. Staying ahead of the market is the single most critical element of making the best deal, and the strategy that worked for one deal most likely won't work for the next. Instead of simply providing a list of strategies that have worked in the past, this book shows you why they worked, so you can tailor your strategy specifically to your next deal. Learn how M&A contract terms affect economic outcomes Examine the techniques and mechanics of today's acquisition agreements Develop a legal framework that supports your business strategy Follow the ups and downs that arise in real-world cases A successful M&A transaction requires both attention to detail and a big picture view, combined with skill, intellect, and ingenuity. Make the Deal brings it all together to show you how to run the table and come away with a win.

Big Deal Bruce Wasserstein,1998 Wall Street's top dealmaker combines a journalist's eye with the ultimate insider's access to reveal the inside story of the billion-dollar deals that shape America's economy.

Deal Group Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has are more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Deal Group**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect our existence. Throughout this critique, we will delve in to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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