

Dealreporter 10

Joshua Flagg

The Deals That Made the World Jacques Peretti, 2018-03-27 Excellent. ... Impressive.

—Financial Times An award-winning investigative journalist takes us inside the ten business deals that have transformed the modern world We tend to think of our world as controlled by forces we basically understand, primarily the politicians we elect. But in *The Deals That Made the World*, Jacques Peretti makes a provocative and quite different argument: much of the world around us—from the food we eat to the products we buy to the medications we take—is shaped by private negotiations and business deals few of us know about. *The Deals That Made the World* takes us inside the sphere of these powerful players, examining ten groundbreaking business deals that have transformed our modern economy. Peretti reveals how corporate executives engineered an entire diet industry built on failure; how PayPal conquered online payments (and the specific behavioral science that underpins its success); and how pharmaceutical executives concocted a plan to successfully market medications to healthy people. For twenty years, Peretti has interviewed the people behind the decisions that have altered our world, from the CEOs of multinational corporations to politicians, economists, and scientists. Drawing on his vast knowledge, Peretti reveals a host of fascinating and startling connections, from how Wall Street's actions on food commodities helped spark the Arab Spring to the link between the AIDS epidemic in 1980s San Francisco and the subprime mortgage crisis of 2008. Touching upon tech, finance, artificial intelligence, and the other levers of power in a postglobalization environment, Peretti offers a compelling way to understand the last hundred years—and a suggestion of what the next hundred might hold. An essential book for anyone seeking to understand the hidden forces that shape our modern economy, *The Deals That Made the World* is illuminating and surprising—and an immensely

fun read.

Business the Rupert Murdoch Way Stuart Crainer, 1999 Business the Rupert Murdoch Way takes you into the mind of the famous media mogul - and to the heart of his phenomenal success. Fascinating and instructive, this book reveals the key business strategies and fundamental philosophies of a communications kingpin that so many people love to hate. Business the Rupert Murdoch Way gives you the opportunity to learn tricks-of-the-trade from the ultimate deal-maker.

Applied International Corporate Finance Dietmar Ernst, Joachim Häcker, 2012-04-03 Corporate Finance in der Praxis. The authors present all core aspects of Corporate Finance: M&A, Private Equity, Acquisition Financing, IPO, and Going Private. Furthermore, the techniques Due Diligence and Valuation are scrutinised. The book includes various case studies, which help to get a practical understanding and apply the techniques in the user's day-to-day business. Investment bankers, lawyers, accountants, experts working in strategic departments, consultants, shareholders, management professionals, professors, and students seeking in-depth knowledge of Corporate Finance will profit from the book's practice oriented approach. The information supplement includes - for students: samples of final written examinations - for professors: Excel solutions for the final written examinations as well as a course syllabus - for business professionals: a fully integrated Excel valuation model covering all spreadsheets analyzed in the valuation section of this book The authors Dr. Dr. Dietmar Ernst is Professor for International Finance at Nürtingen University (Germany) and Director of the German Institute of Corporate Finance. Dr. Dr. Joachim Häcker is Professor for Finance at Munich University, the University of Louisville (USA), as well as Director of the German Institute of Corporate Finance.

The Biggest Game of All Leo Hindery, Leslie Cauley, 2007-07-27 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 Electric's Jack Welch, Jerry Levin of AOL Time Warner, TCI's 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&T's \$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 Networks/Seagram 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 Hindery's 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 can't change him. #3. Deals should be done as fast as possible...but no faster. #4. Remember that you are only as good as the women and men around you. (And so is the other guy.) #5. Learn how to walk away. #6. Have adversaries, if need be. But don't have enemies. #7. Read the fine print. #8. Don't keep score on things that don't matter. #9. Hang in there. #10. Learn to keep your mouth shut. Leo Hindery's vantage point from the very peak of the dealmaking pyramid is the ideal place to observe, and therefore to understand, what separates good deals -- those intended to improve a company's strategic prospects -- from bad.

At a time when the costs of business decisions made out of fear, confusion, and greed have never been higher or more newsworthy, knowing good from bad might be the most important dealmaking skill of all. No one who reads this insider's look at the incredible speed with which these human calculators make billion-dollar decisions, and at their fundamental, almost intuitive understanding of their own and other enterprises, will look at American business the same way again. The Biggest Game of All is that rarest of business books, instructive, enlightening, and just plain fun...a ringside seat at the real World Series of Poker, where the chips are worth a billion dollars each.

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.

Making Deals Marvin R. Gottlieb, William J. Healy, 1998

A Fabric of Defeat Bryant Simon, 1998 In this book, Bryant Simon brings to life the politics of white South Carolina millhands during the first half of the twentieth century. His revealing and moving account explores how this group of southern laborers thought about and participated in politics

Dealing Off the Top Jerry R. Deal, 2015-03-30 Dealing off the Top takes you from the humble beginnings of Jerry Deal, up to and past his award-winning career as a reporter, investigating reporter, sports editor, city editor, managing editor and executive editor. It also tells of his ups and downs in both his personal and professional life, including his sometimes dangerous position as an investigating reporter - including a contract placed on his life, a number of other threats on his life (by both criminals and lawmen) and crossing into Mexico on a self-imposed and hazardous venture to get a major story. He also covered the nation's longest prison hostage situation that ended up

with the deaths of two prisoners, including a major drug trafficker, and two hostages.

California. Court of Appeal (2nd Appellate District). Records and Briefs California (State)., *Big Deal* ,2021

Million Dollar Deal Joshua Flagg,2022-09-20 Star of the hit show Million Dollar Listing Los Angeles, Josh Flagg has mastered the ability to negotiate the largest deals in real estate. Now, he's ready to share his secrets to mastering any negotiation in any industry and at any level. This is The Art of the Deal for today's negotiators. Josh Flagg began his real estate career as a student at Beverly Hills High School. He swung big and hit, landing him in the perfect position to take on some of LA's largest, most exclusive real estate listings and, eventually, a spot on Million Dollar Listing Los Angeles. Since then, his career has grown over nine seasons on the hit Bravo show. Along the way, he has faced off with negotiators of all kinds in deals over the world's most expensive and sought-after real estate. He has seen and put into practice what works and what doesn't. Josh has curated ten rules that, when applied to any deal, will significantly increase any your chance of success, and make you the master negotiator your clients need you to be.

Coopers International Journal ,1908 Vols. -27, no. 5, -May 1918 include a section in German; the section from Feb. 1903-May 1918 has title: Die Internationale Küfer-Zeitung.

Internationale Küfer-Zeitung ,1907

Mergers and Acquisitions For Dummies Bill R. Snow,2011-05-09 The easy way to make smart business transactions Are you a business owner, investor, venture capitalist, or member of a private equity firm looking to grow your business by getting involved in a merger with, or acquisition of, another company? Are you looking for a plain-English guide to how mergers and acquisitions can

affect your investments? Look no further. *Mergers & Acquisitions For Dummies* explains the entire process step by step?from the different types of transactions and structures to raising funds and partnering. Plus, you'll get expert advice on identifying targets, business valuation, doing due diligence, closing the purchase agreement, and integrating new employees and new ways of doing business. Step-by-step techniques and real-world advice for making successful mergers and acquisitions Covers international laws and regulations How to take advantage of high-value deals Going beyond the case studies of other books, *Mergers & Acquisitions For Dummies* is your one-stop reference for making business growth a success.

Big Deal George McLeod,2019-11-15

M&a Basics for People in a (Big) Hurry John Wagner,2021-09-15 Using plain-spoken language free of jargon, this book covers key deal elements - from EBITDA adjustments to working capital calculations - that are central to attaining the highest imaginable values when anyone is selling their company. When preparing to sell a company, this book will serve as a road map for working with your investment banker to prepare an appealing deal book, take a deal to market, review letters of intent and deal structures, and work through the due diligence and closing processes.

99 Negotiating Strategies David Rosen,2016-09-28 This is the most complete catalogue of cutting-edge negotiating tactics ever published. This blockbuster work is written as a playbook, a field guide, so lawyers, sales professionals and other dealmakers will actively use it as negotiations proceed. Use the tactics individually or in combinations. Swap them in and out as negotiations proceed for maximum effectiveness, to keep your adversary off balance, to calm them, or to close the deal. Negotiations are fluid and the mood can change. Sticking to a single approach can lead to deal failure. Rosen says a superior negotiator always adjusts as a deal progresses, just as a winning coach

makes in-game adjustments. There is no filler here. There are no war stories. This is not a biography of David Rosen's career. It is exactly what the title says - an easy-to-use directory of powerful negotiating tactics. Each technique is succinctly explained, many with useful examples. The descriptions range in length from a single paragraph to a few pages. While there are many very sophisticated principles at work in Rosen's catalogue of techniques, each is simply explained. This is not an academic work. It is a tool, a device, just like a notepad, a pen or a calculator, for dealmaking pros to reference constantly. Rosen gets high marks for his opening discussion of ethics. The tactics he compiled here are extremely powerful, and readers should use caution in deciding how to apply them. Some incorporate powerful psychological principles and are proven to work based on decades of heavy academic research. To quote Rosen from the book's Authors Note, Some negotiators may find ideas in this book too aggressive, but that is a matter of perspective. It is not a matter of right versus wrong, or ethical versus unethical. One may be a principled and hardcore competitive negotiator or an unprincipled, unethical collaborative negotiator. So a given negotiator's description of a tactic as too aggressive is really nothing more than his or her marking of the spot on the style continuum beyond which he or she no longer feels comfortable. Another negotiator might feel discomfort far short of that first negotiator's comfort spectrum. Others still may feel no discomfort even at the extremes. Who will benefit from this collection of advanced strategies? Lawyers, negotiators, sales organizations and sales professionals, business owners, mediators, and anyone involved in negotiating, dealmaking, selling, cold-calling, following up and closing deals. What will you learn? A small sample of the dozens of tactics: motivating others to buy, sell or reach other agreement; overcoming objections; creating or deflating a sense of urgency; helping opposing negotiators sell your deal to their own clients; overwhelming the opposition; and strategic uses of

silence and indecision. But Rosen takes you far beyond that, and far beyond the other, generic books on the market. He introduces you to deeply-researched psychological principles, such as Prospect Theory, Coase Theorem, Asch Conformity principles and concepts like reciprocity, scarcity and consistency. Each is simply explained in a way that teaches you how to use them to achieve superior outcomes. Other books on negotiating don't even address these critical topics. Rosen explains them and shows you how they work. Buy this guide, study it, and keep it with you. There are so many potent and compelling techniques that you'll never remember them all. One thing's for sure, however. Once you become familiar with Rosen's easy-to-understand strategies, you'll never negotiate without this book again.

Deal Killers ,2018

Investors Chronicle ,2009

Beating the Deal Killers Stephen Giglio,2000

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