

Negotiating & Structuring Business Deals ©

Objective: Business is consummated by companies negotiating and completing business transactions. Unfortunately, many make bad deals for a variety of reasons. Most people in business have never taken a course in deal-making. This course will focus on the factors that should be considered in structuring a “good deal.” The instructor will also provide many negotiating tips.

Learning objectives:

- List the key points that should be considered in structuring a deal
- Explain why are some deals are “bad deals”
- Note what you should do before you start negotiating
- List the “key ingredients” of a deal
- Note how to provide up-front for exit strategies
- Describe the advantages and disadvantages of an alliance
- List the key elements of a joint venture
- Explain how to structure a capital infusion from an investor
- Describe how to protect trade secrets and confidential information
- State how deals should be documented
- Highlight the relevant contract law issues
- Provide practical tips for negotiating a deal

CPE: 4 or 8 hours

Level: Basic

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: NSBD