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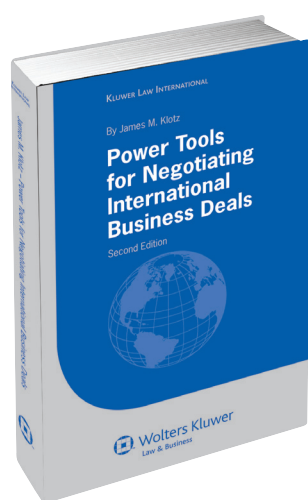
Power Tools for Negotiating International Business Deals

Second Edition

By James M. Klotz



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Law & Business



Power Tools for Negotiating International Business Deals shows how international business works, where to stake high ground, what concessions to make, and what mistakes to avoid.

Power Tools for Negotiating International Deals explains the key issues that need to be negotiated in an international business deal, be it a product sale, agency/brokerage, consulting agreement, distributorship, license, joint venture or consortium.

Some of the topics covered in this book:

- the basics of international business deals
- negotiating international sales of goods and services
- negotiating international agency and consulting deals
- negotiating international distribution deals
- negotiating international license deals
- negotiating international joint venture and consortium deals

About the author

James M. Klotz is one of Canada's leading international business lawyers. In addition to cochairing the International Business Transactions group of one of Canada's largest law firms, he has written several books and treatises on international business law and negotiation. He has taught courses in international business law at Osgoode Hall Law School, Toronto, and in international risk assessment at the University of Toronto, School of Continuing Studies. When not flying around the world on deals, he lives and works in Toronto.

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