



The Biggest Game of All: The Inside Strategies, Tactics, and Temperaments That Make Great Dealmakers Great

By Leslie Cauley

Free Press. Paperback. Book Condition: New. Paperback. 280 pages. Dimensions: 9.0in. x 6.0in. x 0.8in. 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 Electrics Jack Welch, Jerry Levin of AOL Time Warner, TCIs 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 and Ts 60 billion purchase of the cable...



READ ONLINE
[8.29 MB]

Reviews

A top quality ebook and also the font employed was interesting to read. This is for those who statte there was not a worth studying. Your life span will probably be enhance when you total looking at this ebook.

-- Billy Christiansen

The book is fantastic and great. it was writtern really perfectly and useful. I discovered this pdf from my i and dad suggested this book to learn.

-- Dr. Cordie Upton III