

The Deals That Made The World Reckless Ambition Backroom Negotiations And The Hidden Truths Of Business

Barter or countertrade is the oldest form of trade--dating back to man's earliest history. During the past ten years, countertrade has become an increasingly important part of international trade. At the same time, interest in countertrade has been growing rapidly. This work, the product of an international conference held in the Spring of 1985, focuses on the managerial aspects of international countertrade. The heart of the book focuses upon such technical aspects of countertrade as financing, law, operations and strategy, and proposes the development of a marketable security for countertrade credits. Also considered are the facilitators of countertrade--countertrade traders, switch traders, and merchants, and accounting and tax aspects of countertrade.

????????23??Annual Program on Legal Aspects of the Entertainment IndustryThe Deal MakerHow William C. Durant Made General MotorsJohn Wiley & Sons Incorporated

The roller-coaster life of the flamboyant creator of General Motors William C. Durant did big things the big way: he overreached, but, until his final failure, he picked up the pieces time after time to confound his competitors. From a turbulent childhood in the small town of Flint, Michigan, to his phenomenal success in creating General Motors, Durant's meteoric career easily rivals the success stories of modern legends like Ted Turner, Rupert Murdoch, and Bill Gates. With his trademark smile and personal charisma, Durant assembled General Motors in a few short years, buying companies at the rate of one every thirty days. Durant's deal-making artistry even tempted Henry Ford, and had Durant upped his acquisition price Ford would be a division of GM today. Durant's story illuminates the conflict between innovation and control of innovation -of the uneasy alliances struck again and again between inventors and their sources of capital. His years of heady success building General Motors were marked by epic struggles with bankers. But he depended on only a few sources of big money to finance his exploding business, and pitted himself against forces he underestimated or refused to consider. Gambling on a run on GM stock, he was finally forced into a buyout that ousted him from his role in the GM empire. Into the dramatic tale of this early twentieth-century mogul come the fascinating automotive pioneers -Henry Ford, David Buick, Charles Nash, Albert Champion, Louis Chevrolet, and Alfred P. Sloan. On Wall Street, J. P. Morgan turned down Durant's request for a loan while Pierre du Pont invested in Durant's expansion. Tracing the fortunes of a man and his era, The Deal Maker is a fast-paced, rousing tale of Durant's dizzying success and ultimate failure.

How to Deal with 21st Century American Women teaches men from all walks of life how to understand and adapt to the evolving male-female paradigm shift occurring at every level of American society. Today, women run companies, become school principals, military generals, police chiefs, corporation CEOs and dozens of other power positions where they make more money and give orders to male employees. It's no longer exclusively "a man's world." Women compete for the highest job slots at colleges, governorships of states, Ph.D. programs and athletic money in professional sports. Where men once drove the car for dates, women demand equality in the work, family and social realm. Men need to slide over and share the driving with women. This enormous emotional, social and sexual shift in the Western world creates a new male-female relationship dynamic. This shift proves the first of its kind in human history. The new dynamic also creates incredible confusion, frustration and exasperation. Along the way, women want men to be men. They want a good man to marry and raise a family. But early in the 21st century, half of all marriages end in divorce. Male domestic violence continues at distressing levels. Weekend fathers explode on the emotional landscape. Children suffer the loss of structure, a balanced family unit and a sense of belonging. This book enlightens, educates and encourages men to maintain their masculinity while adapting and thriving in the new male-female paradigm of the 21st century. The book presents straight-forward ideas to men on how to deal with a 21st century American woman. This book shows men how to successfully marry the right woman for long-term success. It shows which women to avoid. The book creates new understandings to move men forward in relationships in the 21st century.

The global newsletter of theatrical and post-theatrical rights and markets.

Since 1973, TEXAS MONTHLY has chronicled life in contemporary Texas, reporting on vital issues such as politics, the environment, industry, and education. As a leisure guide, TEXAS MONTHLY continues to be the indispensable authority on the Texas scene, covering music, the arts, travel, restaurants, museums, and cultural events with its insightful recommendations.

This unique and practical resource shows what mediation is, the rationale behind it and how it differs from litigation. It explains every aspect of the mediation process and provides practical tips and useful case studies, clearly setting out all the do's and don'ts of mediation.

For contents, see Author Catalog.

First published in 1992, Roll of the Dice is an insider's look at the Meech Lake negotiations of the late-1980s. As constitutional advisor to Premier Clyde Wells, Deborah Coyne shared his critique of the content and the process of Meech. Her narrative focuses on the process, behind the scene and in public: the closed meetings and off-the-record briefings at the First Ministers' meeting; the federal government's brinkmanship and attempts to isolate Newfoundland; Wells' final rejection of the Accord; and the prime minister's infamous roll the dice interview. Roll of the Dice offers a valuable demonstration of how constitutional politics really work in Canada.

Ahmad's Island is the new American release of the Taiwanese title Woman's Islands. The translation deals with a young woman living in Taipei, Taiwan as she prepares to visit her home village for the Chinese New Year. What she will discover on the trip home is the role family and society expectations play in what thought she knew about herself. What she will learn, is to accept who she wishes to become.

_____ THE NUMBER ONE BESTSELLER FROM THE 45th PRESIDENT OF THE UNITED STATES 'I like thinking big. I always have. To me it's very simple: If you're going to be thinking anyway, you might as well think big.' - Donald J. Trump Here is Trump in action - how he runs his business and how he runs his life - as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and changes the face of the New York City skyline. But even a maverick plays by the rules, and Trump has formulated eleven guidelines for success. He isolates the common elements in his greatest deals; he shatters myths; he names names, spells out the

zeros, and fully reveals the deal-maker's art. And throughout, Trump talks - really talks - about how he does it. Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur and an unprecedented education in the practice of deal-making. It's the most streetwise business book there is - and the ultimate read for anyone interested in making money and achieving success, and knowing the man behind the spotlight.

Explains the strategies, tactics, and techniques of negotiation, covering diverse types of negotiation situations, the goals of buyers, the power of taking risks, how to make concessions the smart way, how to negotiate within your own organization, and more

This book argues that the revolution in the relationships between managers and their employing organizations is only halfway through. By its conclusion a variety of employment relationships will coexist, at least one of them being a new sort of deal entirely.

Vera Lights is a former Broadway star whose life has taken a new direction. Now a single mother living in a hotel in midtown Manhattan with her two young children, Henry and Loretta, Vera does her best to protect and nurture them, despite her meager resources. Alone after failed marriages and with seemingly no hope for a career revival, she must rely on her inner strength to carry her through her exhausting days. While Vera works as a waitress in a Broadway diner to make ends meet, Henry and Loretta grow up in a dark, challenging world in which vagrants, pimps and drug dealers own the street corners, police turn a blind eye, and tourists avoid Times Square. But as life comes full circle and a resurrection of Broadway and midtown Manhattan begins, Vera and her children may be able to rise from the depths of despair and breathe life back into their dreams. Lights is a poignant, sweeping story of revival as a Broadway actress attempts to restore her hope, faith, and separate destinies for her family while living in a city marked by hate, ignorance, and poverty.

These groups ranged from southern Democrats and organized labor to Catholics, Jews, and small businesses."

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