

## Structuring Negotiating And Implementing Strategic Alliances Series Practising Law Insute Corporate Law

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The recommended structure for negotiations is:  Establish the issues being negotiated  Gather information  Build a solution Stage 1. Establish The Issues Begin by agreeing an agenda for the negotiation i.e.  What needs to be discussed and agreed?  Who will be involved and what will be their role?  What timescales are we working towards?

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~~Strategic Alliances How to Structure, Negotiate, and ...~~

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