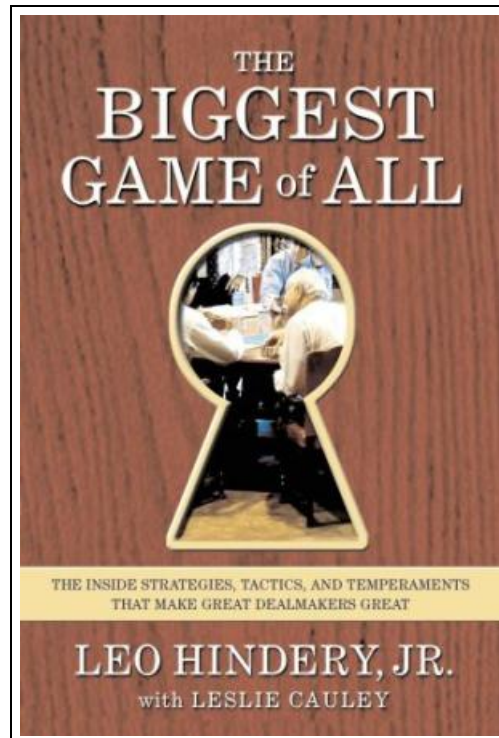


## The Biggest Game of All: The Inside Strategies, Tactics, and Temperaments That Make Great Dealmakers Great



Filesize: 5.75 MB

### **Reviews**

*This written publication is fantastic. I am quite late in start reading this one, but better then never. You will not feel monotony at at any time of your respective time (that's what catalogues are for concerning should you ask me).*  
*(Tevin McClure)*

## THE BIGGEST GAME OF ALL: THE INSIDE STRATEGIES, TACTICS, AND TEMPERAMENTS THAT MAKE GREAT DEALMAKERS GREAT

[DOWNLOAD PDF](#)

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 giant MediaOne, the 54 billion sale of TeleCommunications, Inc. (a deal done in only twelve days), and the USA NetworksSeagram swap -- The Biggest Game of All is a true master class in dealmaking, showing all the inside strategies, tactics, and temperaments that make great dealmakers great. And at the center of the master class are Leo Hinderys ten commandments of dealmaking: 1. Do more homework than the other guy. 2. Look before you leap to the altar. You may love him, but you cant change him. 3. Deals should be done as fast as possible. . . but no...

[Read The Biggest Game of All: The Inside Strategies, Tactics, and Temperaments That Make Great Dealmakers Great Online](#)[Download PDF The Biggest Game of All: The Inside Strategies, Tactics, and Temperaments That Make Great Dealmakers Great](#)

## See Also



### **Read Write Inc. Phonics: Orange Set 4 Storybook 2 I Think I Want to be a Bee**

Oxford University Press, United Kingdom, 2016. Paperback. Book Condition: New. Tim Archbold (illustrator). 209 x 149 mm. Language: N/A. Brand New Book. These engaging Storybooks provide structured practice for children learning to read the Read...

[Read Book »](#)



### **The genuine book marketing case analysis of the the lam light. Yin Qihua Science Press 21.00(Chinese Edition)**

paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment.Paperback. Pub Date :2007-01-01 Pages: 244 Publisher: Science Press Welcome Our service and quality...

[Read Book »](#)



### **Crochet: Learn How to Make Money with Crochet and Create 10 Most Popular Crochet Patterns for Sale: ( Learn to Read Crochet Patterns, Charts, and Graphs, Beginner s Crochet Guide with Pictures)**

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Getting Your FREE Bonus Download this book, read it to the end and...

[Read Book »](#)



### **I Want to Thank My Brain for Remembering Me: A Memoir**

Back Bay Books. PAPERBACK. Book Condition: New. 0316118796 Never Read-12+ year old Paperback book with dust jacket-may have light shelf for handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good...

[Read Book »](#)



### **Traffic Massacre: Learn How to Drive Multiple Streams of Targeted Traffic to Your Website, Amazon Store, Auction, Blog, Newsletter or Squeeze Page**

Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.3 Free Bonus Books Included! Attention: Online business owners. quot;Finally!...

[Read Book »](#)