

ARTICLES

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Service

Mergers &
Acquisitions

Effective Negotiation Strategies and Approaches for M&A Lawyers and Their Clients, Chapter for Thomson Reuters/Aspatore Books – Inside the Minds™ entitled *Strategies for Negotiating Mergers and Acquisitions*

Husch Blackwell Partner Robin Foster authored "Effective Negotiation Strategies and Approaches For M&A Lawyers and Their Clients," a chapter in the Thomson Reuters/Aspatore Books publication *Strategies For Negotiating Mergers and Acquisitions*. Foster covers the fundamentals necessary for negotiation success: identifying critical transaction issues; party evaluations; negotiation ground rules; the roles of negotiation participants; negotiation variations; and trends in mergers and acquisitions negotiations.

More information on the publication is available at the Aspatore Books website.