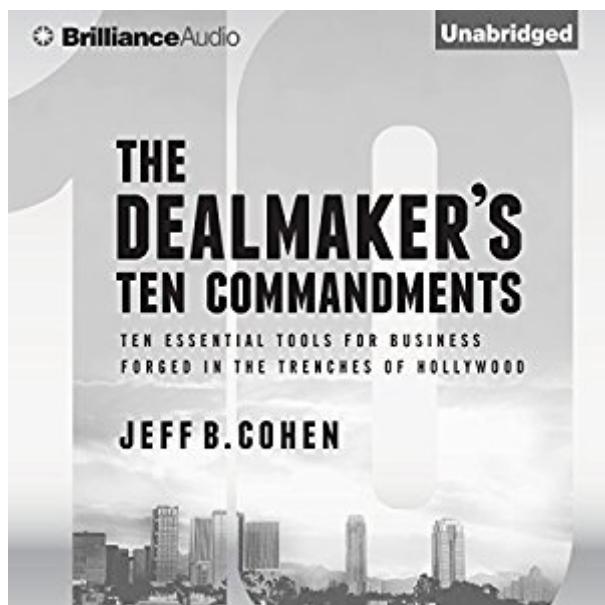


The book was found

The Dealmaker's Ten Commandments: Ten Essential Tools For Business Forged In The Trenches Of Hollywood



Synopsis

The Dealmaker's Ten Commandments contains a practical, no-nonsense methodology for negotiating deals, managing your time, and handling crisis all at the highest level. Peppered with entertainment industry war stories, The Dealmaker's Ten Commandments has been forged in the white-hot crucible of brutal transactional combat. Although developed in Hollywood, the real-world tactics, strategies, and guiding principles are vital for any business environment. With sufficient practice, incorporating The Dealmaker's Ten Commandments into your life becomes second nature. Opportunities that once were hidden become visible. Traps that would have snared you are avoided. Enemy vulnerabilities that would have gone undetected reveal themselves. The book is a tool kit, enabling you to overcome resistance, obtain your goals as a professional, and achieve the success that is living your life on your terms.

Book Information

Audible Audio Edition

Listening Length: 4 hours and 18 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Brilliance Audio

Audible.com Release Date: June 7, 2015

Whispersync for Voice: Ready

Language: English

ASIN: B00Z2SS9U8

Best Sellers Rank: #56 in Books > Law > Business > Entertainment #224 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #258 in Books > Audible Audiobooks > Nonfiction > Law

Customer Reviews

This small book packs a powerful punch. What is really nice is the book is broken down into 10 chapters. Each one of these chapters also has an action plan so you know what to do with the new information you have. This book covers who really has power in a conversation and who does not and why it is important. Strategy is an important part of business and sales as you will find easy to follow concepts in order to determine what to do next. You also get amazing advice on negotiation and how the process is really a dance more than a presentation. Overall this is a great book for salespeople, business owners, entrepreneurs or anyone else who is in the deal making business. At

120 pages this is an easy read.

This was a worthwhile read. Many of the techniques promoted in this book are distasteful to me, though I have no doubt they are valid and effective. I encounter such techniques regularly from counterparties. Looking into how those techniques work helps me identify them and deal with them when I do encounter them. The author also has some redemptive comments at the end of the book, which I appreciated. My negotiating philosophy is more in line with to Getting Past No and Never Split the Difference. Still, for anyone who negotiates professionally and who studies negotiation, this book is worth reading.

This book was awesome. Not only was it incredibly informative, it also had a lot of humor and was a fun read, as Mr. Cohen throws in pop culture references and geeky metaphors that keep the reader entertained. It's conversational, (albeit one sided) but you really feel as though he's bestowing his words of wisdom directly to you, so it keeps it from feeling textbook, and rather, more personal, as he isn't afraid to be honest. It doesn't matter if you're a lawyer, a producer, an agent, etc. everything in the book can be relevant if you're in the business of making deals, negotiating contracts, or just understanding how to play the game. For someone who's a newer entrepreneur to the business, there's a great deal to be said for his advice on how to avoid mistakes, how to understand your 'opponents' and how to not beat yourself up over deals going south, or the way you wanted. There are also pointers for type A personalities (I'm guilty) who never take a moment to breathe, and remain completely consumed by the machine. He recommends ways to take breaks and advocates that it's 100% necessary. He's right! It sometimes takes an outside person to state the obvious, and there are little tidbits and nuggets scattered throughout the book on various subjects, which contributes to the value of the material. I know I underlined a few things...I not only learned a lot about dealmaker, but I think I learned a bit about myself in the process. Highly recommend it to anyone who's ready to move up to the next level.

It took me a while to read Jeff's book, The Dealmaker's Ten Commandments because I don't find the time to sit down and enjoy a good book. Once I did, I had regrets why I didn't read this book earlier. Being in the business myself I really learned a few things and enjoyed the book. I enjoyed Chucky character as a kid, I am glad to be a friend of Jeff's and glad that he is my entertainment lawyer who loves to stand up for the little people. Great read and f*&king great job on the book Jeff.

Such a great read. I ran across a mention of it through a Facebook friend and decided to give it a try. Insightful, funny, and smart. I definitely recommend it. Even if dealmaking isn't a regular part of your life, there is much to be gained by reading this book.

As a transactional attorney, I can say with full confidence that each of Cohen's lessons, or commandments, in this great book of his will be invaluable to the experienced dealmaker as reminders of the rules of the great game that is negotiation. And to the less experienced, this should be an excellent, educational, introduction to dealmaking. Cohen drew not only on personal experience as an attorney and individual, but also from historical figures as he organized and elaborated on these commandments, which I think he would admit he did not conceive of because they are universal and timeless. Like the laws of physics, they apply to all transactions and negotiations, anytime, anywhere. Cohen just happened to spot them and took the time to discuss them in this book.

Enjoyed the book greatly. Sound advice and reminders that will be useful in upcoming deals. Thank you for sharing. Cheers!

It's a great book for someone who needs to learn a deal making style. It is also a great book to self motivate the reader.

[Download to continue reading...](#)

The Dealmaker's Ten Commandments: Ten Essential Tools for Business Forged in the Trenches of Hollywood
Ten Good Rules: A Ten Commandments Counting Book
The Hollywood Commandments: A Spiritual Guide to Secular Success
ESL Business English: The essential guide to Business English Communication (Business English, Business communication, Business English guide)
Everybody Curses, I Swear!: Uncensored Tales from the Hollywood Trenches
One Little Spark!: Mickey's Ten Commandments and The Road to Imagineering
Masters of Disaster: The Ten Commandments of Damage Control
What Are the Ten Commandments? (What Was?)
The Ten Commandments for Little Ones
The Ten Commandments for Children
The Ten Commandments for Jewish Children
Thou Shall Prosper: Ten Commandments for Making Money
The Ten Commandments: Still the Best Moral Code
KJV Ten Commandments wall chart- LAMINATED
The Ten Commandments Poster for Kids, 18" X 24"
The Ten Commandments: Ancient Words - Timeless Truth
The Ten Commandments from the Back Side: Bible Stories with a Twist
The Junction Boys: How Ten Days in Hell with Bear Bryant Forged a Championship Team
Business For

Kids: for beginners - How to teach Entrepreneurship to your Children - Small Business Ideas for Kids (How to Start a Business for Kids - Business for children - Kids business 101) Essential Oils: 50 Essential Oil Dog & Cat Recipes From My Essential Oil Private Collection: Proven Essential Oil Recipes That Work! (Essential Oil Pet Private Collection Book 1)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)