



C O N F E R E N C E

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**Deal or no Deal? The ABC and XYZ of
Negotiating an M&A Transaction**



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Although buyers and sellers as well as their lawyers often see themselves as seated at the opposite ends of the table, there is one goal they share: getting the deal done. Since buyers seek to buy companies at the lowest possible price and the most favourable buyer terms, and sellers seek to sell companies at the highest possible price and the most favourable seller terms, skillful negotiation is key in any M&A process. Mastering such skill takes time, talent and practice, practice, practice, practice, practice. However, there are some key negotiating techniques/tactics every M&A lawyer must know when negotiation and M&A deal. It's time to reveal the secret...

AJIA Commission
Corporate and M&A

