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Autore	Bond Robert (Robert T. J.)
Titolo	Negotiating tactics and techniques for software & Hi-Tech agreements // Robert Bond
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Soggetti	Negotiation in business Acquisition of computer software - Management Requests for proposals (Public contracts)
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Nota di contenuto	Acknowledgements; Author; Preface; Contents; 1. Understanding negotiating principles; 2. Preparing for negotiation; 3. Memoranda of Understanding and Heads Agreement; 4. Getting the content right; 5. Overcoming classic obstacles and obstructions; 6. Tactics of customers; 7. Further customers negotiating tactics; 8. Creative problem solving; 9. The use of non-verbals in negotiation; appendices; Appendix A Case study; Appendix B Heads of Agreement for software distribution; Appendix C Multimedia product licence and distribution agreement; Appendix D Software Escrow agreement (multiple licensee) Appendix E Patent licence Appendix F Non-disclosure undertaking; Appendix G Confidentiality letter; Appendix H Confidentiality and non-disclosure agreement; Appendix I Disputes and law; Appendix J Sample Invitation to Tender (ITT); Glossary; Recommended reading
Sommario/riassunto	What does negotiating in the hi-tech sector involve? The hi-tech sector is different. Commercial negotiations tend to cover all aspects of the transaction, not just issues such as price, performance and deadlines. The high value attributable to the intellectual property element of technology transfer transactions adds an additional dimension. The sheer internationalism of sectors such as information technology, telecommunications, biotech and pharmaceutical technology increase

the complexity of the cultural and legal issues that are relevant to the negotiator. How will this Report help your bu

2. Record Nr.	UNISALENTO991002268549707536
Autore	Sitzia, Francesco
Titolo	Ricerche in tema di "actio aquae pluviae arcendae" : dalle 12. tavole all'epoca classica / Francesco Sitzia
Pubbl/distr/stampa	Milano : A. Giuffr�, 1977
Descrizione fisica	iv, 238 p. ; 25 cm
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