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Autore	Bond Robert (Robert T. J.)
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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
