

URL: <https://stvp.stanford.edu/clips/separate-business-and-legal-issues>

Attorney Martin Nichols suggests separating legal issues from business issues before entering into negotiations. This strategy is often very helpful, particularly in face-to-face negotiations. In meetings and conference calls, Nichols sets out an agenda and key issues, and then tries to come up with a basket of issues for the business people to try and work out with their counterparts.



Transcript

English subtitles are not available for this media..