



CONTRACT NEGOTIATION AND

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CHAPTER TWO

agreement. And since most negotiations are about more than price alone, there

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might be

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2.5 A Review of Some Basic Guidelines for Negotiation

As discussed above, there are few rules about negotiating contracts.

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CHAPTER THREE

a good profit. Prior to the

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CHAPTER FOUR

In particular, this Chapter will:

- (1) examine the general issues parties should consider in preparing to

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(3) Consider getting

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4.3d

4.3g Checklist of Elements to Consider for Partnership Contracts

(1)

4.4 Worksheets to Help Parties Identify Elements They May Wish to Include in a Written Contract

Readers have now considered how to identify some of the more

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For the

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