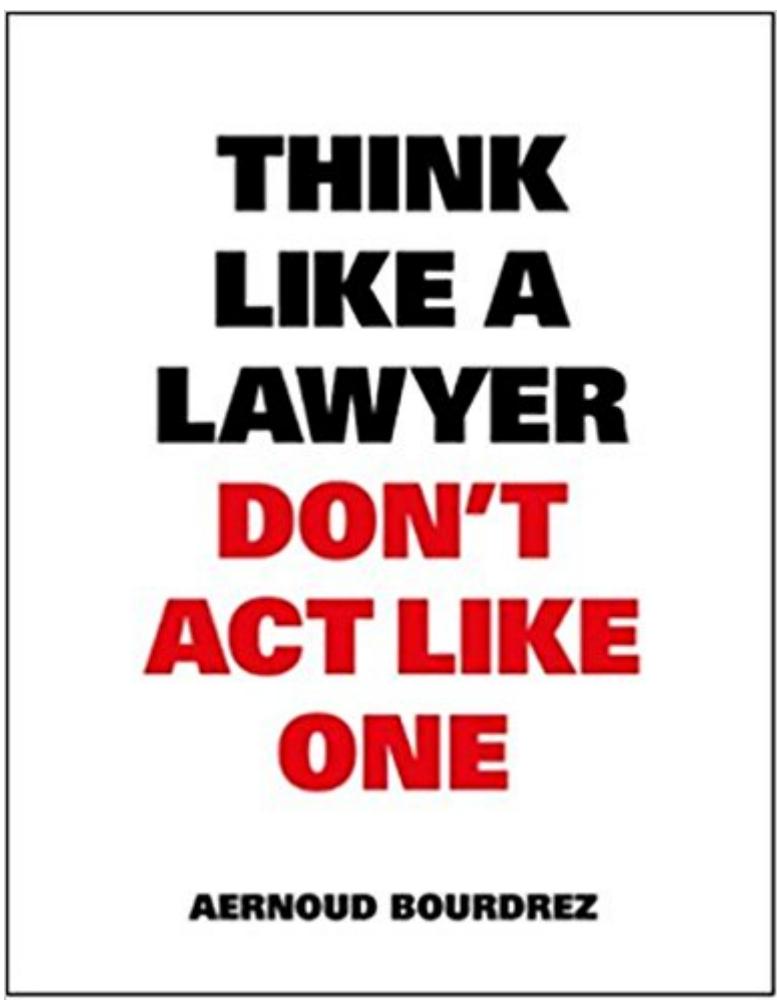


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# Think Like A Lawyer Don't Act Like One: The Essential Rules For The Smart Negotiator



## **Synopsis**

Think Like a Lawyer Don't Act Like One provides strategies to solve conflicts. Based on principles, research, and real life examples ranging from Harvard University, Mikhail Gorbatsjov, two kissing boxers, and Sun Tze to John Rambo, Think Like a Lawyer Don't Act Like One can be used when dealing with grumpy police officers, angry neighbors, unwilling debtors, nasty lawyers, and other conflict seekers. Each strategy is thoroughly tested and can be used at the kitchen table, on the street, and in the boardroom. All seventy-five rules are illustrated in a funny way.

## **Book Information**

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## **Customer Reviews**

Aernoud Bourdrez is a lawyer and negotiator, specializing in copyright. As a lawyer, he began his career at Allen & Overy, after which he worked in Häflicker lawyers. In 2003, Bourdrez Use Intellectual Property BV (Use-IP), a niche firm in the field of copyright. As a lawyer Bourdrez represents known and unknown photographers, artists, designers, architects and advertising agencies. Bourdrez advised in conflicts in over 35 countries. In 2008 Bourdrez was named by Quote one of the '25 high potential lawyers under 40 ". Besides his work as a lawyer, Bourdrez collects art fanatically, he runs a marathon now and then, and he continues to be amazed by the number of conflicts that remain simmering.

Not what I expected. Short and pointless. Gives very general terms. I was expecting some tactical and strategic cases . In general this information is very basic and if you have negotiated anything

your life you will know 50% or more of this material. Some points have humor to them.

wasn't what I expected but very easy read, almost a little too easy.

A quick read, very entertaining, it makes some good points.

A quick read, with some great advice on strategy and dealing with other people. Highly recommended!

learnt a lot and realised my past mistake. i loved this book.

This book is completely irrelevant does not give you any information and it is a little less then common sense series of phrases that you can find anywhere in the internet or talking with acquaintances. My advice don't even waste your time looking inside the book. The kindle version is dreadful. Difficult to read and you can't use any of the kindle features. You will regret it if you buy it.

The author says that with his book you will be able to handle almost any conflict simply. That is quite a statement. However, it is not true. Now, my saying that his statement is not true is also quite a statement. First, I want to say that many of the observations and tactical pieces of advice the author gives are workable, quite workable. However, the author does not know what makes then workable. This is quite evident for the reason that no particular tactic or observation is complete. To be complete the source principle would have been fully observed and stated. Lots of tactics exist for lawyers to use. Rarely, however, if ever, is the tactic fully informed by the source principle so that it works every time. In not giving the source principle for his observations and tactics the reader will never fully grasp or be able to apply his advice to be able to handle almost any conflict simply and thus the consistently. Plus, the book, because the source principles are not fully reflected in his observations and tactics needs to be read in conjunction with a book which contains the sources principles from which all his observations (partial) and tactics derive. That book is Sun Tzu: The Technology of War. Sun Tzu said that the number of tactics which can be derived from his laws of conflict are infinite. With Sun Tzu: The Technology of War understood, one would know what was truly workable in this book because one would have the principles these the author's observations and tactics are based upon. So, I recommend this book as a book of tactical ideas. But without Sun Tzu: The technology of War, Think Like a Lawyer Don't Act Like One cannot live up to the author's

claims of consistent workability. The book title says Think like a Lawyer, yet, if one does not know the fundamental principles of conflict resolution as laid out in Sun Tzu: The Technology of War one will not be able to think like a lawyer but only be able to Act like a Lawyer. Thus, with the proviso that Sun Tzu: The Technology of War be used in conjunction with this book, I recommend this book.

Not a heavy read if you take the book at face value it is great. It has 160 catch phrase that is somewhat relevant to the art of negotiation.

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