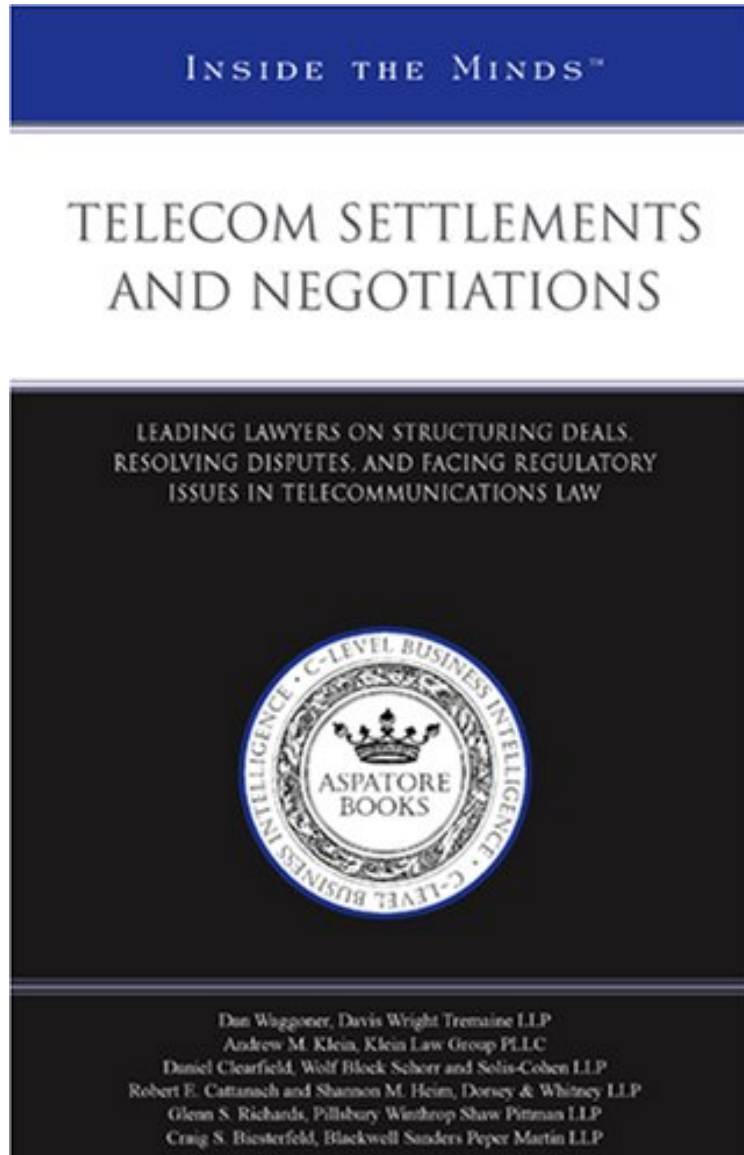


(Free download) Telecom Settlements and Negotiations

Telecom Settlements and Negotiations

Aspatore Books staff

*DOC | *audiobook | ebooks | Download PDF | ePub*



[Download](#)

[Read Online](#)

#18695916 in Books 2006-09-30 2006-09-30 Original language: English PDF # 1 8.50 x 5.50 x .251, #File Name: 1596225955116 pages | File size: 63.Mb

Aspatore Books staff : Telecom Settlements and Negotiations before purchasing it in order to gauge whether or not it would be worth my time, and all praised Telecom Settlements and Negotiations:

Telecom Settlements and Negotiations is an authoritative, insider's perspective on best practices for representing telecommunications companies in a competitive market. Featuring partners and chairs from some of nation's leading

firms, these experts guide the reader through the intricacies of negotiating telecommunications deals, including service level agreements, compliance obligations for providers of telecommunications services, and local competition law. These top lawyers give tips on assisting clients with regulatory issues, structuring telecom agreements, negotiating with telecom incumbents, and maximizing opportunities for clients while minimizing risks. Additionally, these leaders reveal their strategies for developing a negotiation style, meeting client expectations, and navigating through a market of changing technologies and public policies. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today as these experienced lawyers offer up their thoughts around the keys to success within this ever-evolving area of law. Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nation-wide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter.

About the Author Chapters Include: 1. Dan Waggoner, Chair, Communications Department, Davis Wright Tremaine LLP - "Telecom: The Convergence of Regulation and Negotiation" 2. Andrew M. Klein, Managing Attorney, Klein Law Group PLLC - "National Communications Counsel" 3. Daniel Clearfield, Telecommunications, Energy, and Utility Practice Group Leader, Wolf Block Schorr and Solis-Cohen LLP - "Representing Competitive Communications Companies before State Commissions: Sometimes David Does Take Goliath" 4. Robert E. Cattanaach, Partner, and Shannon M. Heim, Associate, Dorsey Whitney LLP - "Strategic Insights for Representing Clients in a Competitive Market" 5. Glenn S. Richards, Partner, Pillsbury Winthrop Shaw Pittman LLP - "Meeting Client Expectations" 6. Craig S. Biesterfeld, Partner, Blackwell Sanders Peper Martin LLP - "A Focus on Telecom Real Estate"