



# The Dealmakers

**Eugene Rosow**

## **The Dealmakers:**

**The Dealmakers of Downstate Illinois** Robert E Hartley,2016-04-18 Winner ISHS Annual Award for a Scholarly Publication 2017 Many people are unaware that from 1945 to 1975 downstate lawmakers dominated the Illinois political arena In The Dealmakers of Downstate Illinois Robert E Hartley details the lives and contributions of three influential southern Illinois politicians Paul Powell Clyde Choate and John Stelle He describes how these dealmakers were able to work with Democrats and Republicans throughout the state to bring jobs and facilities to their region Using a variety of coalitions they maintained downstate political strength in the face of growing Chicago influence Hartley traces the personal histories of Powell Choate and Stelle shows how they teamed up to advance a downstate political agenda and reviews their challenges and successes Beginning with an account of early experiences including the battlefield courage that earned Choate the Medal of Honor as well as Stelle's World War I experience and later entrepreneurship the book continues with an exploration of the groundwork for their collaborative legislative agenda and their roles in the growth of Southern Illinois University and the passage of income tax legislation Hartley reviews the importance of Powell's relationship with Governor Stratton Choate's leadership of the 1972 Democratic National Convention and his relationships with Governor Walker and with Chicago interests The Dealmakers of Downstate Illinois is a vivid straightforward tale of fighting in the legislative chambers backstabbing behind the scenes and trading special favors for votes in pursuit of not only personal gain but also the advancement of a regional agenda

**The Dealmakers** Charles Dennis,1981-02 **Invest Like a Dealmaker** Christopher W. Mayer,2008-01-07

Invest Like a Dealmaker outlines an approach to investing that is far removed from what most investors have been conditioned to believe but which has produced consistent profits for its practitioners decade after decade While the concepts covered are not well known by the average investor they are well appreciated by Wall Street insiders and dealmakers particularly those who think about stocks as whole companies as things with real assets and cash flows that exist in the real world

**Costly Mistakes** Matthias Schranner,2018-11-15 Matthias Schranner worked a number of years for the police as their leading negotiator in hostage takings and other crimes Here he describes his successfully proven negotiating techniques Using numerous practical examples he illustrates various procedures which can be applied to negotiations about salary sales and contracts with individual customers business partners and groups of customers This is a book for employees colleagues and executives who want to negotiate competently and successfully in every situation

Matthias Schranner knows more than anyone else about negotiating under extreme conditions

**Handbook of Social Capital and Regional Development** Hans Westlund,Johan P. Larsson,2016-12-30 The role of social capital in regional development is a multifaceted topic which is studied all over the world using various methods and across numerous disciplines It has long been evident that social capital is important for regional development however it is less clear how this works in practice Do all types of social capital have the same effects and are different kinds of regions impacted in the same

way This book is the first to offer an overview of this rapidly expanding field of research and to thoroughly analyse the complex issue of social capital and regional development The Takeover Game John Brooks,1987 Truman Talley books A Twentieth Century Fund book Includes index Bibliography p 359 372 Five Frogs on a Log Mark L. Feldman,Michael F. Spratt,2010-10-19 A riddle Five frogs are sitting on a log Four decide to jump off How many are left Answer Five Why Because there s a difference between deciding and doing Written by Mark L Feldman and Michael F Spratt of PricewaterhouseCoopers Five Frogs on a Log offers readers an entertaining and no nonsense field guide to the mergers and acquisitions jungle packed with insight and instruction for executing corporate change and capturing shareholder value Whether you re buying another company or acquiring a new vision of the future this book proffers an unconventional perspective and a practical readily accessible set of solutions to the single greatest challenge facing today s managers executing rapid transitions ion mergers acquisitions and gut wrenching change Designed for corporate managers and CEOs caught up in the whirlwind of change every chapter provides accessible ideas and wisdom for navigating the most demanding business transitions The authors offer a unique hands on perspective based on their work with top Fortune 500 firms As they state Increasingly the companies that win are those that learn faster act quicker and adapt sooner They will compress time by making and executing early informed decisions about economic value creation ruthless prioritization and focused resource allocation They will use these decisions to take early firm stands on management deployment organization structure and culture Their actions will increasingly be linked to long term sustained economic value creation The advice and expertise offered in this book can be used to solve a range of operational problems from speeding up new product development to merging two businesses from changing company culture to repositioning a business in a while new marketplace Whatever the challenges and opportunities facing you your company your industry Five Frogs on a Log will move you from deciding to doing

**Black Enterprise** ,2006 **Functional Driving Forces and Patterns of Mergers and Acquisitions in the 1980s** E. Tatum Christiansen,Daniel F. Muzyka,1987 **Business Publication Advertising Source** ,2006 The Landman ,1994 **Consumer Sourcebook** ,2005 Mother Jones ,1977 Forbes ,1992 **Born to Lose** Eugene Rosow,1978 The Spectator ,2003 CFO ,1995 **How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker** Tom Searcy,Henry DeVries,2012-10-30 Revealed the winning blueprint for making deals like The Oracle of Omaha **Corporate Governance at the Crossroads: A Book of Readings** Stuart L. Gillan,2005 Corporate Governance at the Crossroads A Book of Readings has both groundbreaking and recent articles on corporate governance It is a perfect supplement and packaging item with McGraw Hill Irwin s many undergraduate or graduate corporate finance textbooks Business Week ,2008

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