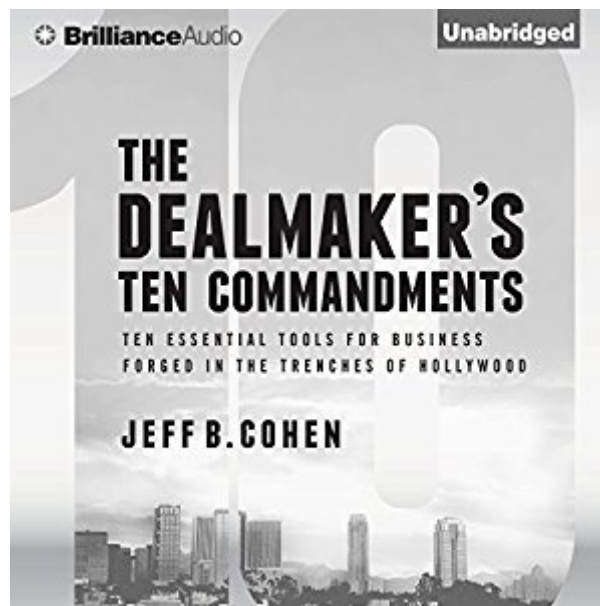


The book was found

# The Dealmaker's Ten Commandments: Ten Essential Tools For Business Forged In The Trenches Of Hollywood



## Synopsis

The Dealmaker's Ten Commandments contains a practical, no-nonsense methodology for negotiating deals, managing your time, and handling crisis all at the highest level. Peppered with entertainment industry war stories, The Dealmaker's Ten Commandments has been forged in the white-hot crucible of brutal transactional combat. Although developed in Hollywood, the real-world tactics, strategies, and guiding principles are vital for any business environment. With sufficient practice, incorporating The Dealmaker's Ten Commandments into your life becomes second nature. Opportunities that once were hidden become visible. Traps that would have snared you are avoided. Enemy vulnerabilities that would have gone undetected reveal themselves. The book is a tool kit, enabling you to overcome resistance, obtain your goals as a professional, and achieve the success that is living your life on your terms.

## Book Information

Audible Audio Edition

Listening Length: 4 hours and 18 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Brilliance Audio

Audible.com Release Date: June 7, 2015

Whispersync for Voice: Ready

Language: English

ASIN: B00Z2SS9U8

Best Sellers Rank: #14 in Books > Law > Business > Entertainment #67 in Books > Business & Money > Human Resources > Conflict Resolution & Mediation #83 in Books > Law > Intellectual Property

## Customer Reviews

Well, this was a surprisingly great read. I'll be honest and say that I only even agreed to read and review this book because I was curious what Chunk was up to these days. Turns out, he's doing pretty well for himself. The book is short at just over 100 pages, but it is packed with good advice. Cohen is insightful, smart, straightforward, genuinely humble, and surprisingly funny. There is no doubt that Cohen is focused and determined to be the best at what he does, but he also doesn't take himself too seriously. Despite the fact that he gives, what many would consider to be, rather harsh advice, he still comes across as pretty darn likable, in my opinion. The book is divided into,

you guessed it, ten sections. Here is a brief overview of each one:1) Fear is more powerful than love. It's also more reliable.2) Power, not reason, decides how outcomes are defined, judged, and rationalized.3) People are motivated by their own (perceived) best interests.4) Things are exactly as they seem. Don't delude yourself. Don't make excuses.5) Choose the right battle with a worthy opponent.6) Make a deal: offer, counter, and close. Don't add steps; don't skip steps.7) Have a system for handling your phone calls, emails, meetings, etc. Spend the most time on things that most benefit you.8) Don't panic or make excuses when you screw up. Fix the problem now, analyze later.9) Know your role--who you are and who you aren't. Also, get paid!10) Try not to become a monster. Even if you get down and dirty on a daily basis, balance it out with good things in your life. Though I began reading this book out of curiosity more than anything, I ended up really enjoying it.

[Download to continue reading...](#)

A Doctor's Tools (Community Helpers and Their Tools) How to Start a Business Analyst Career: The handbook to apply business analysis techniques, select requirements training, and explore job roles ... career (Business Analyst Career Guide) Writing Effective User Stories: As a User, I Can Express a Business Need in User Story Format To Get the IT Solution I Need Terraria: The Essential Guide (Unofficial Terraria Handbook and Walkthrough) Minecraft: Ultimate Minecraft Handbook: Master Minecraft Secrets (Essential Minecraft Guidebooks for Kids) Designing the User Experience of Game Development Tools Essential Mathematics for Games and Interactive Applications, Third Edition 3D Printing: The Ultimate Guide to Mastering 3D Printing for Life (3D Printing, 3D Printing Business, 3D Print, How to 3D Print, 3D Printing for Beginners) 3D Printing Business: Learn the opportunities to make money with 3D printing WordPress for Small Business: Easy Strategies to Build a Dynamic Website with WordPress Make Money Repairing iPhones: A Guide for Today's Hustler on How to Start and Grow a Successful iPhone Repair Business How to Build a Website from Scratch: A Step by Step Guide (Building Your Business Series Book 1) Building Business Websites with Squarespace 7 Learning Selenium Testing Tools - Third Edition Home Based Business Escape Plan: How To Make \$10,000 Per Month With Your Own Part-Time, Online Lifestyle Business: Home Based Business Ideas (Home Based Business Opportunities) Google Analytics in Pictures: A quick insight into Google Analytics: ideal for service based business owners and marketing professionals Essential Web Analytics for Bloggers: how to get more of the traffic you want and make money through banner advertising Website Insight: A guide to understanding Google Analytics for every small business All-New Fire 7 User Guide: Newbie to Expert in 2 Hours: The Essential Guide to 's Incredible \$49.99 Tablet The Essential Wok Cookbook:

# A Simple Chinese Cookbook for Stir-Fry, Dim Sum, and Other Restaurant Favorites

[Dmca](#)