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320 Pages; January 12, 2010; ISBN:  
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**Hollywood Dealmaking - Allworth  
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Dealmaking is defined as the art of

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crafting deals through negotiations focused on an integrative, or value-creating process, rather than through distributive bargaining, or a haggling process. Dealmaking includes the range of activities both at the bargaining table and away from it that seek to bring two or more parties together toward some common end, whether it is the sale of an

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