



Stanford eCorner

Separate Business and Legal Issues

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Video URL: <http://ecorner.stanford.edu/videos/2586/Separate-Business-and-Legal-Issues>

Attorney Martin Nichols suggests separating legal issues from business issues before entering into negotiations. This strategy is often very helpful, particularly in face-to-face negotiations. In meetings and conference calls, Nichols sets out an agenda and key issues, and then tries to come up with a basket of issues for the business people to try and work out with their counterparts.



Transcript