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Think Like A Lawyer Don't Act Like One

**THINK
LIKE A
LAWYER
DON'T
ACT LIKE
ONE**

AERNOUD BOURDREZ



Synopsis

Think Like a Lawyer Don't Act Like One offers 75 successful strategies for avoiding or solving conflicts. The book can be used when faced with surly officers, angry neighbors, reluctant debtors, sly lawyers and other troublemakers. Each lesson has been fully tried and tested in practice by the author and can be applied at the kitchen table, on the street and in the board room.

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Negotiating

Customer Reviews

Not what I expected. Short and pointless. Gives very general terms. I was expecting some tactical and strategic cases . In general this information is very basic and if you have negotiated anything your life you will know 50% or more of this material. Some points have humor to them.

wasn't what I expected but very easy read, almost a little too easy.

A quick read, very entertaining, it makes some good points.

A quick read, with some great advice on strategy and dealing with other people. Highly recommended!

learnt a lot and realised my past mistake. i loved this book.

This book is completely irrelevant does not give you any information and it is a little less than common sense series of phrases that you can find anywhere in the internet or talking with acquaintances. My advice don't even waste your time looking inside the book. The kindle version is dreadful. Difficult to read and you can't use any of the kindle features. You will regret it if you buy it.

The author says that with his book you will be able to handle almost any conflict simply. That is quite a statement. However, it is not true. Now, my saying that his statement is not true is also quite a statement. First, I want to say that many of the observations and tactical pieces of advice the author gives are workable, quite workable. However, the author does not know what makes them workable. This is quite evident for the reason that no particular tactic or observation is complete. To be complete the source principle would have been fully observed and stated. Lots of tactics exist for lawyers to use. Rarely, however, if ever, is the tactic fully informed by the source principle so that it works every time. In not giving the source principle for his observations and tactics the reader will never fully grasp or be able to apply his advice to be able to handle almost any conflict simply and thus consistently. Plus, the book, because the source principles are not fully reflected in his observations and tactics needs to be read in conjunction with a book which contains the source principles from which all his observations (partial) and tactics derive. That book is Sun Tzu: The Technology of War. Sun Tzu said that the number of tactics which can be derived from his laws of conflict are infinite. With Sun Tzu: The Technology of War understood, one would know what was truly workable in this book because one would have the principles these the author's observations and tactics are based upon. So, I recommend this book as a book of tactical ideas. But without Sun Tzu: The technology of War, Think Like a Lawyer Don't Act Like One cannot live up to the author's claims of consistent workability. The book title says Think like a Lawyer, yet, if one does not know the fundamental principles of conflict resolution as laid out in Sun Tzu: The Technology of War one will not be able to think like a lawyer but only be able to Act like a Lawyer. Thus, with the proviso that Sun Tzu: The Technology of War be used in conjunction with this book, I recommend this book.

Not a heavy read if you take the book at face value it is great. It has 160 catch phrase that is

somewhat relevant to the art of negotiation.

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