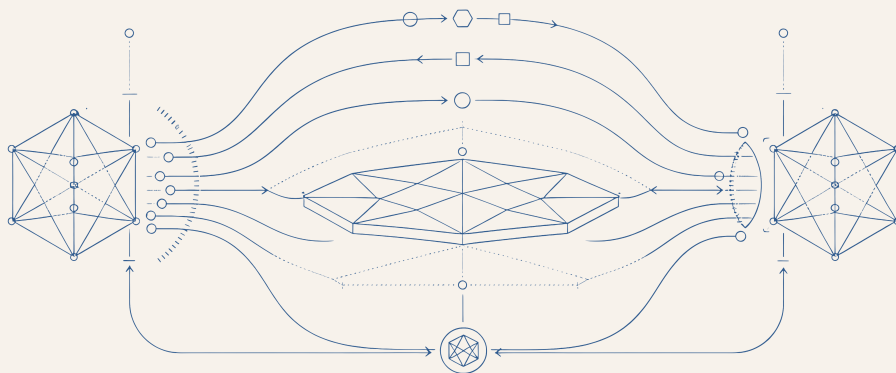


---

# The Negotiation Operator

Evidence-Based Deal-Making for Founders



**Len P. van der Hof**

Systems for the Strategic Self