

**Hard Nose Dealing v. Deception  
A Primer**

- ✧ *A case: Pards for Life? (Well, maybe not..)*
- ✧ *Four Cases, One general, Two Fun, and the Last, Well, You Decide*
- ✧ *What Matters in Deciding What to Do in these Cases?*
- ✧ *A General Principle + Some Applications*

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**Pards for Life?**

- ✧ *There is a categorical answer to Phillips' question. Do you know what it is?*
- ✧ *How do we differentiate between tough, but fair, negotiations and line-crossing deception?*

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**Four Cases**

- ✧ *I read about your car in the newspaper.*
- ✧ *We Live on Spider Lane*
- ✧ *Who's Bob Roth?*
- ✧ *The Very Senior Mineral Owner and the Landman*

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### What Matters in These Cases?

- ✧ *General Context: Are we talking Poker or a Due Diligence Report?*
- ✧ *Transactional Context: Who are these people? Do they know each other?*
- ✧ *Personal Context: Respecting Autonomy and Responsibility*

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### A General, but Workable Principle

- ✧ *A Transparency Standard*
- ✧ *If others get to judge my conduct, then does that conduct meet the reasonable expectations of those foreseeably affected by it?*

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