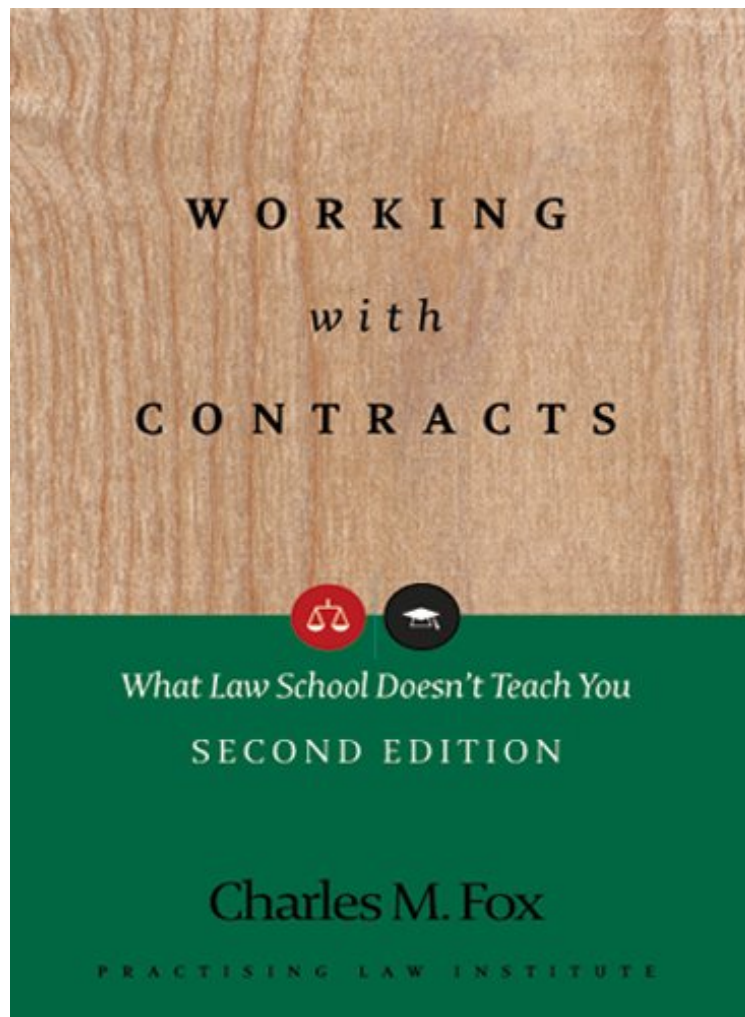


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Working with Contracts: What Law School Doesn't Teach You (PLI's Corporate and Securities Law Library)

Von Charles M. Fox
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Kurzbeschreibung PLI's Working with Contracts provides you with the practical legal, business, and technical knowledge you need to grasp the nuts and bolts of transactions and draft customized agreements that meet clients' goals. This highly readable, step-by-step handbook enables you to fully understand how contract provisions work and are used to craft effective contracts; adapt relevant and reliable drafting precedents to save time and trouble; avoid drafting errors, omissions, and ambiguities that jeopardize agreements; include and coordinate requirements that ensure contracts are effective; make contracts more user-friendly by inserting widely accepted formal terms; build into contracts the requisite flexibility without compromising precision; review and interpret contracts for due diligence and other business purposes; and master accounting basics and accurately express quantitative ideas in contracts. Working with Contracts features important coverage of contract covenants, breach of covenants, due diligence conditions, organization of the agreement, credit-related provisions, acquisition-related provisions, the integration clause, and indemnification. Periodically updated, Working with Contracts: What Law School Doesn't Teach You is a crucial guide for inexperienced transactional lawyers, a useful refresher for experienced transactional lawyers, a handy reference for general practitioners, and an important teaching tool for law firms. Founded in 1933, Practising Law Institute is the nation's foremost provider of continuing legal education. PLI is a leading publisher of authoritative legal references and other information resources and offers more than 300 live and electronic programs nationally. About the Author Charles M. Fox is an attorney, legal skills trainer, and is the founder of Fox Professional Development LLC in White Plains, NY.

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Synopsis Contract drafting is different from the other types of writing that a new lawyer is faced with. Law school contracts classes rarely consider the issues that arise in sophisticated commercial transactions. A new lawyer is therefore forced to learn by doing and observing-in high-pressure "on the job" training. Now there's help. Working with Contracts: What Law School Doesn't Teach You provides the beginning lawyer with an operative understanding of the vocabulary and the building blocks of contracts. It introduces the basic elements of all contracts; describes the lawyer's role in the drafting and negotiating process; discusses amendments, waivers, and consents; and addresses issues that arise in reviewing contracts, including due diligence issues. It also offers sample provisions, drafting checklists, and an expansive glossary of contract language and basic transactional practice.