1.

Record Nr.	UNINA9910149183103321
Autore	Hay Peter <1935->
Titolo	Conflict of laws / / by Peter Hay
Pubbl/distr/stampa	Saint Paul, Minnesota : , : West Academic, , 2013 ©2013
ISBN	1-63459-234-4
Edizione	[Seventh edition.]
Descrizione fisica	1 online resource (380 pages)
Collana	Black letter outlines
Disciplina	340.90973
Soggetti	Conflict of laws - United States
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia

2.	Record Nr.	UNINA9910792075803321
	Autore	Haapio Helena
	Titolo	A short guide to contract risk / / Helena Haapio and George J. Siedel
	Pubbl/distr/stampa	London : , : Routledge, , 2016
	ISBN	1-351-96184-5 1-315-26370-X 1-299-26357-7 1-4094-4887-8
	Descrizione fisica	1 online resource (227 p.)
	Collana	Short guides to risk series
	Altri autori (Persone)	SiedelGeorge J
	Disciplina	346.7302/2
	Soggetti	Contracts - United States Risk management - United States
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	"A Gower Book"--cover. First published 2013 by Gower Publishing.
	Nota di bibliografia	Includes bibliographical references and index.
	Nota di contenuto	Cover; Contents; List of Figures; List of Tables; About the Authors; Acknowledgments; Foreword; 1 Introduction; Why This Book and This Topic?; Who "Owns" Contract Risks?; A Fresh Perspective: A Proactive Approach; How This Book Is Organized; 2 Contracts and Risk-the Big Picture; Why Do Companies Make Contracts?; What Exactly Do We Mean by "Contract" and "Contracting?"; What Exactly Do We Mean by "Risk?"; Contract Risk: Uncertainty Threatening the Achievement of Objectives; Contract Opportunities: Favorable Outcomes, Benefits and Predictability The Promotive, Preventive and Balancing Power of ContractsContract Literacy: The Foundation for Identifying and Managing Contract Risk; Summary; 3 Sources of Contract Risk; Language Risks, Contract Wording, and Beyond; Perceptions, Growing Complexity, and Communication Failures; Gaps in the Contracting Process-Lack of Contract Management; Contractual Risk Allocation Leading to the Illusion of Control Where None Exists; Current Contract Practices-Focus on Wrong Issues and Terms; Summary; 4 Risks in Negotiating a Business Contract; Legal Risks in Contract Formation Risks Relating to Negotiation Strategy and Contract ImplementationRisks Resulting from Attempting to Create a Legally

	Perfect Contract; A Decision-Making Tool for Addressing Risk During the Contracting Process; Summary; 5 Risky Terms and Issues in Contracts; Which Contract Terms Deal with Risk?; Most Frequent Sources of Claims and Disputes; Active Clauses vs. Passive Clauses-Performance Concerns vs. Legal Concerns; High-risk Issues in Contracts; Clauses that May be Risky-or Offer Protection against Risks; Summary; 6 Contract Risk Recognition and Response: Processes and Tools Implementing Contract Risk Management: Neither Expensive nor ComplicatedTowards Systematic Contract Risk Management; The Contract Risk and Opportunity Management Plan; Contract Management: Ownership, Accountability, and Beyond; Managing Risks Jointly: From Risk Allocation to True Risk Management; The Challenge: Engaging People and Communicating Contracts; A Way to Meet the Challenge: Visualization; A New Mindset Enables Better Decisions and Results; The Lean and Visual (IKEA) Approach to Contract Risk Management; Summary; 7 Conclusion; Index
Sommario/riassunto	Savvy managers use contracts proactively to reach their business goals and minimize their risks. To succeed, these managers need a plan/framework and A Short Guide to Contract Risk provides this. It introduces the notion of contract literacy: a set of skills relevant for all who deal with contracts in their business environment. Arguing that contracts are too important to be left to lawyers alone, this short guide describes lean contracting, visualization and a number of easy-to-use tools that enable managers and lawyers to better understand each others' viewpoints and manage contract risks an