

1. Record Nr.	UNINA9910788389703321
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Titolo	Beyond the Work Product : A Guide to Relationship-Driven Transactional Lawyering // Rachel Landy
Pubbl/distr/stampa	Chicago, Illinois : , : American Bar Association, , [2021] ©2021
ISBN	1-64105-841-2
Descrizione fisica	1 online resource (169 pages)
Disciplina	340.02373
Soggetti	Attorney and client - United States Lawyers - United States Business enterprises - Law and legislation - United States
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
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Exercise Responses -- Chapter 8 Negotiating the Deal -- Leading the
Negotiation -- Enabling Your Client to Negotiate -- Final Points --
Strategies for Success -- Chapter 9 Final Tips and Tricks for Success --
Tips and Tricks -- Exhibit A: Sample Order Form -- Exhibit B: Sample
Outline -- Exhibit C: User-Friendly Drafting-Excerpt from a
Nondisclosure Agreement -- Original -- User-Friendly Drafting --
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