

| | |
|-------------------------|---|
| 1. Record Nr. | UNINA9910820651803321 |
| Autore | Landy Rachel |
| 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. |
| Nota di contenuto | Intro -- Half Title -- Title Page -- Copyright Page -- Contents -- Introduction -- Getting Comfortable Talking-and Thinking-about Costs -- A Book about Relationships -- Chapter 1 Our Client: Fitness Feet -- Our Framework -- Chapter 2 Understanding How a Contract Fits Together -- Covenants of Performance -- Risk-Shifting Provisions -- Rules of the Road -- Organizing Information -- Strategies for Success -- Sample Exercise Responses -- Chapter 3 Clearing Conflicts: A Useful Proxy for Difficult Conversations -- Running a Conflicts Check -- Communicating with Your Client -- Strategies for Success -- Sample Exercise Responses -- Chapter 4 Efficient Preparation: Getting All the Facts and Understanding Objectives -- Call Preparation -- What You Need to Know -- Asking the Questions -- Understanding the Law and Leveraging Expertise -- Strategies for Success -- Sample Exercise Responses -- Chapter 5 Finding and Using Precedent and Outlining Your Agreement -- Finding and Using Precedent -- Outlining -- Strategies for Success -- Chapter 6 Putting Pen to Paper: User-Friendly Drafting -- Draft Mindfully -- The Efficiencies of User-Friendly Drafting -- Strategies for Success -- Chapter 7 Marking Up Someone Else's Draft and Reviewing Redlines -- Identifying Issues: Business Versus Legal -- Issue Spotting -- Providing Recommendations and Obtaining Feedback -- Addressing Issues in the Draft -- Strategies for Success -- Sample |

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 --
Thank You -- Index -- Back cover.
