Record Nr. UNISA996201853003316 Autore Bond Robert (Robert T. J.) Titolo Software contract agreements: drafting and negotiating techniques and precedents / / Robert T. J. Bond Pubbl/distr/stampa London:,: Thorogood,, [2004] ©2004 **ISBN** 1-280-17410-2 9786610174102 1-85418-467-9 1-4237-2149-7 Descrizione fisica 1 online resource (526 p.) Collana **Thorogood Professional Insights** Disciplina 343.41099/9 346.42 Soggetti Computer contracts - Great Britain License agreements - Great Britain Computer software industry - Licenses - Great Britain Lingua di pubblicazione Tedesco Materiale a stampa **Formato** Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto The author; Contents; Introduction; Glossary; Recommended reading list; Chapter 1 Understanding Software Licence Agreements; Chapter 2 Some general types of Software Licence Agreements; Chapter 3 Laws and regulations; Chapter 4 European Union Law; Chapter 5 Focusing on major transactions; Chapter 6 Preparing for negotiations; Chapter 7 Preparing the contracts: Chapter 8 Necessary licence provisions: Chapter 9 Understanding negotiating principles; Chapter 10 Some negotiating tactics of suppliers; Chapter 11 Customer negotiating tactics; Chapter 12 Creative problem solving Chapter 13 The use of non-verbals in negotiationChapter 14 How do you define a 'win-win' deal?; Appendix A Shrink Wrap Licence; Appendix B Licence and Service Agreement; Appendix C Multimedia Product Licence and Distribution Agreement; Appendix D Software Escrow Agreement; Appendix E Joint Software Development Agreement:

Appendix F Reciprocal Software Licence Agreement; Appendix G Software Licence Support and Maintenance Agreement; Appendix H

## Sommario/riassunto

Trans Border Data Flow Agreement (with comments); Appendix I Invitation to Tender; Appendix J Sample Open Source Licence Appendix K Data Processing Agreement (with comments)Appendix L Framework Agreement

Offers an explanation of the law relating to computer contracts with particular emphasis on software licenses. This title provides guidance on negotiating and drafting the best contract for your client. It presents advice, tips and techniques for successful contract negotiation and drafting. It also features sample contracts.