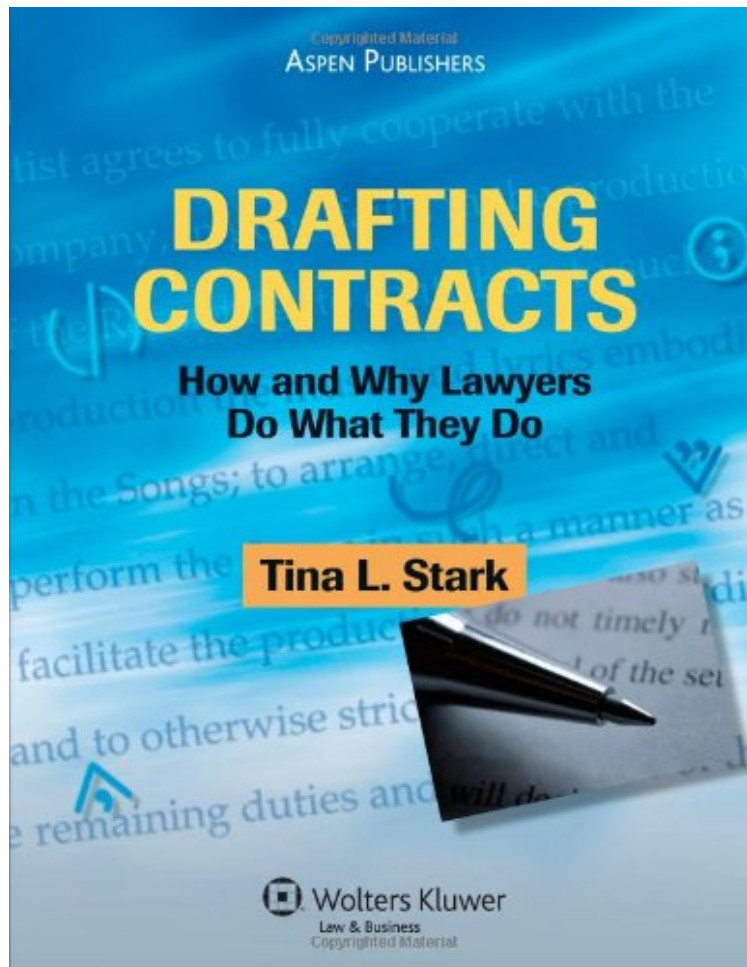


Drafting Contracts: How and Why Lawyers Do What They Do

Tina L. Stark

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0 of 0 people found the following review helpful. Excellent Books for Contract ManagerBy James Lee, SingaporeI should have bought this book much earlier, there are many good explanation about the contract structure. The explanations from practical perspective, based on actual contract structure, Preamble, Recitals, Words of Agreement, Definition, Actions Sections, Representations and Warranties, Covenants and Rights ... very systematic. It also provides good example of simple but important use of key contract words such as "Shall" vs. "Will", sometimes drafter himself may also indecisive about when to appropriately use these 2 words, and this book clearly explain this with clear guidance for proper use of these English words. Furthermore, the book also explain the alternatives of using archaic words such as hereto, hereof etc. Legal Counsel always loves to use archaic words which in modern days may

appear too much legalese which practically not necessary. Well I haven't finished the reading of the whole book, but I enjoy it, sometimes just flipping here and there, and discover new thing. This book can also be served as a reference book and placed at the book shelve or at working desk.0 of 0 people found the following review helpful. Five StarsBy Mateyas A.A+ great product and was everything I expected!9 of 9 people found the following review helpful. A Good Introduction to Drafting ContractsBy Thomas OswaldThis book is a text for teaching Contract Drafting that fills its intended purpose very well. I recommend it highly to individuals just learning contracts.If you have experience drafting contracts or want to improve your contract drafting skills, then I recommend Manual of Style for Contract Drafting, Second Edition by Ken Adams.

A perfect fit for the upper-level legal drafting course, bDrafting Contracts: How and Why Lawyers Do What They Do/b teaches the key practices of contract drafting, with particular emphasis on how to incorporate the business deal into the contract and add value to the clients deal. By providing many solid examples of quality writing, the book helps students to master the basics and to incorporate similar techniques into their own drafting. This text is also appropriate for use in transactional simulation courses, transactional clinics, advanced writing courses, first-year writing courses, first year-contracts courses, and interviewing, negotiating, and counseling courses. p class="copymedium" bMany great features ensure the value and reliability of this text:/b /p p class="copymedium" /p ul li class="copymedium" PART I: introduces the building blocks of contracts and teaches the analytic skill of translating the business deal into contract concepts so that students learn how and why a drafter chooses a specific contract concept /li li class="copymedium" PART II: sets out the framework of an agreement and works through it from the preamble to the signature lines, discussing the business, legal, and drafting issues that occur in each part of a contract /li li class="copymedium" PART III: turns to drafting rules for good writing and to techniques for enhancing clarity and avoiding ambiguity /li li class="copymedium" PART IV: details how to look at the contract from the clients perspectivewhat does the client want to achieve and what risks does it want to avoidin order to find and resolve business issues /li li class="copymedium" PART V: shows students how to integrate everything they have learned: how to organize a contract, how to use precedents, and how to review and comment on a contract /li li class="copymedium" PART VI: addresses ethical issues that arise in drafting /li li class="copymedium" PART VII: provides additional exercises /li li class="copymedium" presents a five-prong framework for considering business issues that appear in almost every transaction: money, risk, control, standards, and endgame (Chapter 17, Adding Value to the Deal) /li li class="copymedium" includes plentiful examples of well-drafted provisions, many based on commercial agreements /li li class="copymedium" provides exercises for use in or out of class, individually or collaboratively, including contract mark-ups, new drafting, and both combined into a single exercise /li li class="copymedium" integrates a single fact pattern throughout many exercises in the bookthe purchase of a jet by a neer-do-well with significant financial problemsand varying fact patterns relating to employment relationships and to assignment and delegation provisions. /li li class="copymedium" accompanied by a Teachers Manual that includes notes explaining the answers to each exercise and answers to questions that students commonly ask. /li li class="copymedium" also accompanied by a website that provides all mark-up exercises that can be projected and walked through during class, a template for formatting, and multiple versions of one of the culminating exercises so that professors can use the version best suited to their classes /li /ul p An author website to support classroom instruction using this title is available at a href="http://www.aspenlawschool.com/stark" target="_blank" http://www.aspenlawschool.com/stark/a /p