

Drafting Contracts Tina Stark

Legal Writing in Plain English, Second Edition
Coursebook on Drafting and Editing Contracts
Contracts in the Real World
Transactional Skills
Legal Drafting by Design
Cases and Materials on Contracts, Making and Doing Deals
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Negotiating and Drafting Contract Boilerplate
The Tech Contracts Handbook
Contract Drafting and Negotiation for Entrepreneurs and Business Professionals
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What the Best Law Teachers Do
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Examples & Explanations for Contracts
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Basic Contract Law for Paralegals
Ethical Problems in the Practice of Law
Contract Law
Drafting and Negotiating Commercial Contracts

Legal Writing in Plain English, Second Edition

The Tech Contracts Handbook is a practical and accessible reference book and training manual on IT contracts. This is a clause-by-clause "how to" guide on software licenses and technology services agreements, covering the issues at stake and offering negotiation tips and sample contract language. This handbook is written for both lawyers and businesspeople, including contract managers, procurement officers, corporate counsel, salespeople, and anyone else responsible for getting IT deals done. Perhaps most important, this book uses simple English, as any good contract should. Topics covered include: .Software as a service (SaaS) and cloud computing agreements .Warranties .Indemnities .Open source software .Service level agreements .Nondisclosure agreements .Limitations of liability .Internet and e-commerce contracts .Software escrow .Data security .Copyright licensing .And much more"

Coursebook on Drafting and Editing Contracts

Contracts in the Real World

Written in a deliberate and concise manner, devoid of United States colloquialisms, *Drafting Contracts in Legal English: Cross-border Agreements Governed by U.S. Law* is designed for classroom use as well as self-study. Teaching a strategic approach and sequential steps to drafting contracts, the text includes examples and exercises based on cross-border agreements such as distribution agreements, licensing, franchises and equipment leases. Special drafting issues in cross-border agreements are also considered: choice of language clauses, choice of forum clauses, indemnification provisions, force majeure clauses, counterpart clauses, international alternative dispute resolution clauses, and the choice to opt in or out of the CISG. By providing appropriate explanations of United States law, the text increases student comprehension as suggested drafting approaches are placed in legal context. This unique guide discusses the purpose of and provides drafting tips for contract parts, contract organization and formatting, basic contract provisions, letters of intent, and the craft of reviewing and revising contracts. End-of-chapter exercises test overall comprehension and apply drafting concepts presented in the chapter. To increase the non-native speakers lexical range, vocabulary is derived from a statistical analysis of thousands of authentic contracts. To help with contract sentence structures that are challenging for non-native speakers, syntax structures are based on comparison to databases with authentic contracts. A glossary of contract terms is based on frequency counts from thousands of authentic contracts and usage in text, contextualized and cross-referenced with most common collocations.

Transactional Skills

A collection of materials that can be used with any Contract Law casebook. The editors provide a thoughtful and helpful introduction to the materials. This edition also includes materials concerning electronic contracting, such as excerpts from the text and comments of the Uniform Computer Information Transactions Act, portions of the text and comments of the Uniform Electronic Transactions Act, and portions of the Electronic Signatures in Global and National Communications Act.

Legal Drafting by Design

Cases and Materials on Contracts, Making and Doing Deals

Basic Contract Law for Paralegals is a clear, comprehensive, and straightforward introduction to all of the basics of contract law, specifically designed for paralegal students. Lively examples and well-crafted pedagogy cover all key topics in a contracts course—from offer, acceptance, and consideration, to discharge of obligations, and remedies. An appendix of twelve sample contracts provides a useful ongoing reference tool for paralegals working with contracts. Features: Comprehensive coverage of all the key topics. A culminating chapter walks students through the process of drafting a

simple contract. Clearly written text and lively examples help students understand the law. Well-crafted pedagogy includes chapter overviews, highlighted examples, key terms, review questions, sample clauses for analysis, edited cases, chapter summaries, and end-of-chapter exercises Manageable length makes this book ideal for shorter courses. New cases provide up-to-date coverage of: Express and implied contracts and promissory estoppel Bilateral and unilateral contracts The mirror image rule and acceptance Consideration Implied-in-fact conditions and conditions precedent Third party beneficiaries Anticipatory repudiation and how to measure damages.

Monopoly Politics

Background Elements: Contract Curve and Expectation Damages; Consideration and the Bargained-for Exchange; Contract Formation; Unfairness and Unconscionability; Contract Interpretation; Performance and Breach; Mistake and Impossibility; Remedies; Third-Party Beneficiaries.

Negotiating and Drafting Contract Boilerplate

Making and Doing Deals is a book that your students will learn from long after they graduate. It is also a book that should be fun for you to teach from. It's a book that students will enjoy, and, therefore, a book that they will read. Since the First Edition, students have been reading Making and Doing Deals because the cases, problems, and text not only help them learn what they need to know as first-year law students, but also address the real-world problems and situations they will encounter after their final exam.

The Tech Contracts Handbook

This convenient paperback from a highly respected author team supplements the authors' own casebook as well as any other casebook for Contracts. It reproduces most sections from the Restatement (Second) of Contracts black-letter text with selected comments, examples, and illustrations; most sections of the Uniform Commercial Code Articles 1 and 2, with more select sections of Articles 2A, 3 and 9; most articles from the United Nations Convention on Contracts for the International Sale of Goods (CISG); and many articles from the UNIDROIT Principles of International Commercial Contracts. This supplement also reproduces excerpts from other relevant source materials and provides accompanying commentary to enhance the study of contract law. Rules of Contract Law (2019 Edition) includes: • Restatement (Second) of Contracts • Restatements of the Law of Agency (Third), Employment Law, and Restitution and Unjust Enrichment (Third) • Principles of the Law of Software Contracts • Uniform Commercial Code Articles 1 and 2 and excerpts from Articles 2A, 3, and 9 • U.N. Convention on Contracts for the International Sale of Goods • UNIDROIT Principles of International Commercial Contracts

(2016) • Materials on Electronic Contracting (UCITA, UETA, and E-Sign Act) • Comment on Commercial, Employment, and Consumer Arbitration • Contract Drafting: A Sample Problem Highlights of the 2019 Edition: Expansive coverage of Restatement (Second) of Contracts, but more concise than prior edition Select provisions from other Restatements, including Restitution and Unjust Enrichment (Third), Agency (Third), and Employment, as well as Principles of Law of Software Contracts Expansive coverage of UCC Articles 1 and 2 Expansive coverage of the CISG Commentary on arbitration and contract drafting problems

Contract Drafting and Negotiation for Entrepreneurs and Business Professionals

This book is designed to help train law students in the skills needed for successful transactional lawyering. Through carefully designed text and exercises, the first part of the book helps students understand and strategically use the different types of contract terms, translate deal terms to precise contract language, use forms appropriately, and spot and resolve ambiguity. Students also practice deal design, due diligence, and negotiating contract language. The second part of the book consists of four simulated commercial transactions through which students further develop their transactional lawyering skills by structuring, negotiating, and documenting a deal on behalf of a one of the parties to the transaction. Most of the exercises are based on recent cases or the documents used in real transactions, and thus are both realistic and timely. The exercises are also scaffolded - that is, for each skill, they are presented in order of increasing length and complexity - to facilitate student learning. Throughout, the authors emphasize the importance of knowing the law applicable to the transaction and to each particular term, and how that knowledge should affect how a clause is drafted or a transaction is structured.

Drafting Contracts

This resource serves to educate lawyers and business professionals on how to draft the many types of "boilerplate" provisions, a legal term that refers to the standardized, one-size-fits-all provisions of a contract. Each chapter tackles one of 20 provisions and analyzes why it is important, the key legal and business issues raised, and how to draft the provision to suit a particular transaction. Such analysis not only helps readers better understand how to draft these provisions in their contracts, but also helps them better understand the other party's process.

A Manual of Style for Contract Drafting

Contract Drafting: Powerful Prose in Transactional Practice, Third Edition offers an expansive approach to studying the transactional lawyer's responsibilities as contract drafter.

Basic Contract Drafting Assignments

Receive complimentary lifetime digital access to the eBook with new print purchase. This expanded version of the best-selling supplement contains significantly more material from Restatement (Second) of Contracts and more extensive treatment of international contract law. The original edition, *Contract Law: Selected Source Materials Annotated*, 2020 Edition, is still available. These additions come alongside the material from the original edition that has made it a longstanding and valuable addition to the study of contract law: UCC Articles 1 and 2, together with excerpts from Articles 3 and 9, in all cases including recent amendments by the Uniform Laws Commission; the Restatement (Second) of Contracts; the Uniform Electronic Transactions Act, E-SIGN, and the ALI's Principles of Software Contracts; the CISG and UNIDROIT; other statutes, directives, and administrative regulations, including the Magnuson-Moss Warranty Act, selected FTC Regulations, and excerpts from the Bankruptcy Code, the Uniform Consumer Credit Code, and Regulation Z; and American Institute of Architects sample form contracts. Each major document is introduced by a short annotation that explains the origins of the document, its central purpose, and the scope of its application. This supplement is suitable for use with all contracts casebooks.

Working with Contracts

The focus of this manual is not what provisions to include in a given contract, but instead how to express those provisions in prose that is free of the problems that often afflict contracts.

Contract Drafting

Ethical Problems in the Practice of Law, Concise Fourth Edition is the briefer version of Lerman and Schrag's highly successful problem-based textbook that offers a contemporary and thoughtful approach to challenging ethical dilemmas, encouraging deep analysis and lively class discussion. Key Features: Succinct and accessible explanation of lawyer law in question and answer format Numerous problems based on actual cases, in which students must analyze the ethical and strategic issues as if they were practicing lawyers Focus on issues that students are most likely to face in their early years of practice Stimulating presentation of materials, including cartoons, tables, and photos New to the Fourth Edition: Updates of countless recent developments in lawyer law, including the amendments to Rules 1.6, 1.18 and 8.4 Up-to-date discussions of how the Internet is affecting law practice, including the use of e-mail and social media Engaging two-color design New chapter on the changing legal profession Reorganized so that the chapters match the practice MPRE questions in Lerman, Schrag, and Gupta's *Ethical Problems in the Practice of Law: Model Rules, State Variations and Practice Questions*.

Advanced Legal Writing

Constitutional Law

Basic Contract Drafting Assignments: A Narrative Approach is a unique supplement of contract drafting exercises designed to be used with any contracts or drafting course book. Instructors who want to incorporate drafting exercises into the classroom experience will find an invaluable asset in his supplement, which provides students with the tools necessary to develop skills that can be applied to various types of advanced transactional work. Divided into four interest-catching sequences, this concise paperback takes a narrative approach, and gives students the opportunity to learn by doing: The first assignment in each sequence introduces the clients, their businesses, and their needs. In the second and third assignments those clients evolve and grow, and their business needs change. Each sequence features assignments of varying lengths and types, including gathering information, interviewing the client, outlining the issues that need to be considered from both sides of the table, and drafting the necessary memos, letters, and final contract. The assignments focus on methodologies in four areas: How to conceptualize in writing the parties rights, duties, risks, and protections. How to organize a contract on both the macro and the micro levels. How to draft for clarity and enforceability. How to express boilerplate terms. Additional resources for students and instructors include: Entertaining and informative appendices, among them What Deal Lawyers Say to Each Other: A Dictionary of Contract Negotiation and Drafting Slang Ten Tips for Interviewing a Client about a Transaction Decoding the Comments on Student Contracts: Some Samples with Illustrations Basic Contract Drafting Assignments will augment and enhance any book you are currently using by providing a wealth exercises that will help students learn real-world drafting techniques and skills.

Drafting and Analyzing Contracts

Designed for upper-level survey legal drafting courses, this groundbreaking text explains drafting using a common vocabulary that applies to any legal document based on a fundamental rule structure, including statutes and other forms of public drafting as well as contracts and other forms of private drafting. This unified drafting approach gives students a common denominator approach to drafting all kinds of legal documents. In addition, students can use the techniques they've learned to deconstruct, interpret, and revise any kind of legal document composed of rules. This common-sense approach of teaching/learning a single vocabulary and set of skills to use in drafting any rules-based legal document is an innovative model for U.S. legal drafting courses, though it has been used in other countries for decades. Key Features: A unified approach that teaches students the general skills of drafting rules of law—duties, discretionary authority, and declarations, including their conditions in legal tests. Practice applying those skills to drafting a range of documents,

including contracts, statutes, regulations, and other. Coverage of how courts interpret the rules and how to draft anticipating what the courts will do. An understanding of how law governs human behavior through the rules that students learn to draft. A wide range of classroom exercises on the detail of drafting. Additional drafting assignments, for use in and out of class, that help students learn how to use the rules and to accomplish clients' goals.

Concepts and Case Analysis in the Law of Contracts

Drafting International Contracts

The 2007 Supplement to Constitutional Law will include cases from the three terms (October Terms 2004, 2005, and 2006) that have occurred since the publication of the second edition of the book. In addition to the cases included in the 2006 Supplement, new cases likely will include: *Hein v. Freedom from Religion Foundation*, considering whether taxpayers have standing to challenge executive offices of Faith-Based and Community Initiative to provide money to religious organizations providing social services. *Phillip Morris USA v. Williams*, limiting what a jury's ability to award punitive damages for harm to third parties. *Parents Involved in Community Schools v. Seattle School District No. 1*, and *Meredith v. Jefferson County Board of Education*, considering whether it violates equal protection for a school system to use race in assigning students to secondary schools so as to achieve desegregation. *Gonzales v. Carhart*, upholding the constitutionality of the federal Partial Birth Abortion Act of 2003. *Federal Election Commission v. Wisconsin Right to Life*, considering whether the Bipartisan Campaign Finance Reform Act is unconstitutional as applied to prevent issue advertising by an organization that exists for advocacy purposes. *Morse v. Frederick*, considering whether a student may be punished for holding a banner (*Bong Hits 4 Jesus*) at a school event on a public sidewalk outside the school.

A Practical Guide to Drafting Contracts

A comprehensive guide to legal style and usage, with practical advice on how to write clear, jargon-free legal prose. Includes style tips as well as definitions.

Rules of Contract Law

The Elements of Contract Drafting with Questions and Clauses for Consideration

"This book is a practical, to-the-point text covering the fundamental working parts of a contract and how one should be prepared. It provides an overview of the issues and processes involved in drafting contracts and transactional documents. It enables students to analyze the basic structure of contracts and other deal documents and develop the macro and micro techniques used to efficiently create those documents with precision and clarity. It provides the principles necessary for an understanding of the common structures of transactional documents and their provisions that can then be applied to specific transactions. This book also covers some of the substantive laws that may affect contracts."--Publisher's website.

Deal Struck

Bryan A. Garner, the editor in chief of Black's Law Dictionary, has long championed not only better contract drafting but also better legislative drafting, rule drafting, brief-writing, and legal writing generally. With Garner's Coursebook on Drafting and Editing Contracts, Garner draws on more than 30 years of experience in teaching contract drafting and in consulting on contracts for multinational companies. With 150 blackletter principles, Garner explains how to prepare contracts that are both precise and readable. The richly illustrated text is easy to follow, and Garner's improvements on old-style drafting are immediately apparent. The exercises are both challenging and fun. Never before has the field of contract drafting been so lucidly, elegantly, and thoroughly explained. And never before has a coursebook on contracts been so interesting to read.

Contract Law, Selected Source Materials Annotated, 2020 Expanded Edition

A Dictionary of Modern Legal Usage

This pioneering book is the first to identify the methods, strategies, and personal traits of law professors whose students achieve exceptional learning. Modeling good behavior through clear, exacting standards and meticulous preparation, these instructors know that little things also count--starting on time, learning names, responding to emails.

Basic Contract Law

Basic Contract Drafting Assignments: A Narrative Approach is a unique supplement of contract drafting exercises designed to be used with any contracts or drafting course book. Instructors who want to incorporate drafting exercises into the classroom experience will find an invaluable asset in his supplement, which provides students with the tools necessary to develop skills that can be applied to various types of advanced transactional work. Divided into four interest-catching sequences, this concise paperback takes a narrative approach, and gives students the opportunity to learn by doing: The

first assignment in each sequence introduces the clients, their businesses, and their needs. In the second and third assignments those clients evolve and grow, and their business needs change. Each sequence features assignments of varying lengths and types, including gathering information, interviewing the client, outlining the issues that need to be considered from both sides of the table, and drafting the necessary memos, letters, and final contract. The assignments focus on methodologies in four areas: How to conceptualize in writing the parties rights, duties, risks, and protections. How to organize a contract on both the macro and the micro levels. How to draft for clarity and enforceability. How to express boilerplate terms. Additional resources for students and instructors include: Entertaining and informative appendices, among them What Deal Lawyers Say to Each Other: A Dictionary of Contract Negotiation and Drafting Slang Ten Tips for Interviewing a Client about a Transaction Decoding the Comments on Student Contracts: Some Samples with Illustrations Basic Contract Drafting Assignments will augment and enhance any book you are currently using by providing a wealth exercises that will help students learn real-world drafting techniques and skills.

Drafting Contracts in Legal English

This newly updated textbook and course reference is designed specifically for advanced legal research classes and for upper-level students who want to achieve a better understanding of how to use the sources of legal information that they learned about in their introductory courses. It provides in-depth guidance through the research process, advice on format selection, and detail about the tools and techniques needed to function as skilled legal researchers. Up to date discussion of all media is fully integrated throughout. It focuses on the types of information the researcher needs, rather than on descriptions of particular information products. The fourth edition discusses all the newest material available to legal researchers including: New sources of information on the Internet, including FDsys New subscription databases, including ProQuest Congressional New interface designs and features from the leading online vendors, including WestlawNext, Lexis Advance, and and Bloomberg Law The fourth edition also features extensively updated material and new chapters on municipal law, court rules, and form books.

Drafting Contracts: How & Why Lawyers Do What They Do , Second Edition (Aspen Coursebook).

Admirably clear, concise, down-to-earth, and powerful—all too often, legal writing embodies none of these qualities. Its reputation for obscurity and needless legalese is widespread. Since 2001 Bryan A. Garner's Legal Writing in Plain English has helped address this problem by providing lawyers, judges, paralegals, law students, and legal scholars with sound advice and practical tools for improving their written work. Now the leading guide to clear writing in the field, this indispensable volume encourages legal writers to challenge conventions and offers valuable insights into the writing

process that will appeal to other professionals: how to organize ideas, create and refine prose, and improve editing skills. Accessible and witty, *Legal Writing in Plain English* draws on real-life writing samples that Garner has gathered through decades of teaching experience. Trenchant advice covers all types of legal materials, from analytical and persuasive writing to legal drafting, and the book's principles are reinforced by sets of basic, intermediate, and advanced exercises in each section. In this new edition, Garner preserves the successful structure of the original while adjusting the content to make it even more classroom-friendly. He includes case examples from the past decade and addresses the widespread use of legal documents in electronic formats. His book remains the standard guide for producing the jargon-free language that clients demand and courts reward.

What the Best Law Teachers Do

The Supplement includes the entire Uniform Commercial Code as of May 2019, excluding Article 6, and a selection of other federal statutes and regulations, uniform state laws, and Restatement provisions, aiming to include those items most commonly used in commercial law courses: the Truth in Lending Act, the Electronic Funds Transfer Act, the Federal Tax Lien Act, the Uniform Electronic Transactions Act, excerpts from the CISG, and excerpts from the ICC's uniform rules for letters of credit. The Bankruptcy Code, as of June 1, 2019, is reproduced in full. Unlike the UCC, there are no official comments for the Bankruptcy Code, and the legislative history is spotty at best. As a result, only the Code is offered here. In addition, selections from Title 18 and Title 28 of the United States Code that are relevant to bankruptcy law are included. New to the 2019 Edition: Section 104(b) of the Bankruptcy Code, including the current dollar amounts, amended as of April 1, 2019 Revisions to Regulation E related to prepaid cards Updates to sections 9-406 and 408 of the UCC and comments

Transactional Lawyering

Drafting International Contracts is an essential resource for anyone working in international business. It features the latest trends, fostering an understanding of how international contracts are drafted in practice.

Examples & Explanations for Contracts

The superiority of a competitive American marketplace over one monopolized by a single firm has been proven time and time again. The dangers of monopoly power in politics are also pernicious even in states with democratic systems.

Where the Law is

Working with Contracts provides you with the practical legal, business, and technical knowledge you need to grasp the nuts and bolts of transactions and draft customized agreements that meet clients' goals.

Drafting Contracts in Legal English

This book explores the complexities of contracts in a real world context through a series of engaging real life stories that journey across contract law's dynamic terrain, equipping readers with the vehicle to glimpse its majesty and appreciate its utility.

Comprehensive Commercial Law

From concept to closure, A Practical Guide to Drafting Contracts provides detailed instruction for drafting contracts. Moreover, it teaches readers how to adapt existing contracts and forms to the specific needs of their client--as is frequently done by lawyers in legal practice. Step-by-step instruction and examples unpack the purpose of each provision for a wide range of contracts and integrate the basic principles that apply to both domestic and international transactions. Practice exercises further develop students' drafting skills, as well as their working knowledge of the language and syntax of contract law. New to the Second Edition: Enhanced coverage of negotiating and drafting contracts in the United States Mind-mapping exercises that help learners think deeply about key contract provisions and their effect on other important aspects of the contract New contract simulations and drafting exercises Clear signposting of text and exercises specifically written for non-native speakers Professors and students will benefit from: Step-by-step instruction through the entire drafting process In-depth explanations and helpful examples Insights into the strategic decisions behind drafting contracts Hands-on exercises that: Raise awareness of commonly occurring contract provisions Encourage use of phrasing appropriate to audience and purpose Build familiarity with the legal principles of contracts Provide practice modifying forms and contracts drafted by other parties Discussion of U.S. law regarding key contract provisions and drafting issues Online Student Resources including: Additional exercises A wealth of sample APA contracts, Consulting Agreements, and Distribution Contracts that students are encouraged to mine for appropriate language and provisions in the process of drafting new contracts

Basic Contract Drafting Assignments

A favorite classroom prep tool of successful students that is often recommended by professors, the Examples & Explanations (E&E) series provides an alternative perspective to help you understand your casebook and in-class lectures. Each E&E offers hypothetical questions complemented by detailed explanations that allow you to test your knowledge of

the topics in your courses and compare your own analysis. Here's why you need an E&E to help you study throughout the semester: Clear explanations of each class topic, in a conversational, funny style. Features hypotheticals similar to those presented in class, with corresponding analysis so you can use them during the semester to test your understanding, and again at exam time to help you review. It offers coverage that works with ALL the major casebooks, and suits any class on a given topic. The Examples & Explanations series has been ranked the most popular study aid among law students because it is equally as helpful from the first day of class through the final exam.

Basic Contract Law for Paralegals

Drafting and Negotiating Commercial Contracts, Fourth Edition is the 'one-stop-shop' for practical contractual matters, making it essential reading for anyone involved in negotiating and drafting commercial contracts. This book includes:- A guide to the common legal issues in negotiating and drafting contracts- An explanation of the structure and content of a commercial contract- Good and bad practice in drafting (and in using clear, modern English)- The meaning and use of commonly-used words, phrases and legal jargon- The formalities for creating and signing contracts- Guidance on the interpretation of contracts- Steps to take, and what to check for in a contract to eliminate errors (including lists of what to check for in different situations)- Practical measures to protect documents from unwanted alteration, to remove metadata and sensitive information and to secure documents- Drafting and legal issues when contracting with consumers The Fourth Edition has been fully updated to take account of important court decisions regarding the interpretation of contracts and changes in consumer legislation. Drafting and Negotiating Commercial Contracts, Fourth Edition is for everyone who wishes to understand, or has to negotiate or draft, a commercial contract. This includes commercial lawyers, contract managers, in-house lawyers, lawyers in private practice, LPC course tutors and law and business students.

Ethical Problems in the Practice of Law

Written in a deliberate and concise manner, devoid of United States colloquialisms, Drafting Contracts in Legal English: Cross-border Agreements Governed by U.S. Law is designed for classroom use as well as self-study. Teaching a strategic approach and sequential steps to drafting contracts, the text includes examples and exercises based on cross-border agreements such as distribution agreements, licensing, franchises and equipment leases. Special drafting issues in cross-border agreements are also considered: choice of language clauses, choice of forum clauses, indemnification provisions, force majeure clauses, counterpart clauses, international alternative dispute resolution clauses, and the choice to opt in or out of the CISG. By providing appropriate explanations of United States law, the text increases student comprehension as suggested drafting approaches are placed in legal context. This unique guide discusses the purpose of and provides drafting tips for contract parts, contract organization and formatting, basic contract provisions, letters of intent, and the

craft of reviewing and revising contracts. End-of-chapter exercises test overall comprehension and apply drafting concepts presented in the chapter. To increase the non-native speakers lexical range, vocabulary is derived from a statistical analysis of thousands of authentic contracts. To help with contract sentence structures that are challenging for non-native speakers, syntax structures are based on comparison to databases with authentic contracts. A glossary of contract terms is based on frequency counts from thousands of authentic contracts and usage in text, contextualized and cross-referenced with most common collocations.

Contract Law

An eagerly anticipated second edition of this established and highly regarded text teaches the key practice skill of contract drafting, with emphasis on how to incorporate the business deal into the contract and add value to the client's deal. Features: More exercises throughout the book, incorporating More precedents for use in exercises Exercises designed to teach students how to read and analyze a contract progressively more difficult and sophisticated New, multi-draft exercises involving a variety of business contracts New and refreshed examples, including Examples of well-drafted boilerplate provisions More detailed examples of proper way to use shall Multiple well-drafted contracts with annotations Revised Aircraft Purchase Agreement exercise to focus on key issues, along with precedents on how to draft the action sections and the endgame sections. Expanded explanations of endgame provisions, along with examples and new exercises

Drafting and Negotiating Commercial Contracts

With a practical focus on persuasive writing strategies, *Advanced Legal Writing: Theory and Strategies in Persuasive Writing* explores three classical techniques: logos, pathos, and ethos, and provides students with a thorough introduction to the elements of rhetorical style. Unlike many other advanced legal writing texts, which tend to focus on a document-specific approach, this unique coursebook focuses on classical writing strategies that students can apply to a wide range of settings. The depth and scope of this text make it appropriate for upper-level legal writing courses. The Third Edition has been expanded to include the use of movies and other popular culture media in chapters dealing with literary references. There have also been substantial revisions to the chapter on policy. Features: Comprehensive coverage of the technical aspects of rhetorical style: metaphor, literary allusion, and figures of speech. Emphasizes theory as well as practice, building on three basic strategies of persuasive legal writing: Logos: Logic and rational argument. o Pathos: Value-based argument. Ethos: Establishing credibility. Highlights interdisciplinary contributions to persuasive writing from diverse fields, including cognitive psychology, classical rhetoric, and morality theory. Presents effective strategies that extend beyond the trial or appellate brief to a broad range of documents and settings. Covers new developments in cognitive psychology, pathos, persuasion, and the role of metaphor in persuasive legal writing. Depth and scope appropriate for upper-level legal writing

classes. Thoroughly updated, the revised Third Edition offers: Substantial revisions to the chapter on policy. Expanded chapters on literary references now include other media, e.g., movies and other pop culture platforms.

[ROMANCE](#) [ACTION & ADVENTURE](#) [MYSTERY & THRILLER](#) [BIOGRAPHIES & HISTORY](#) [CHILDREN'S](#) [YOUNG ADULT](#) [FANTASY](#)
[HISTORICAL FICTION](#) [HORROR](#) [LITERARY FICTION](#) [NON-FICTION](#) [SCIENCE FICTION](#)