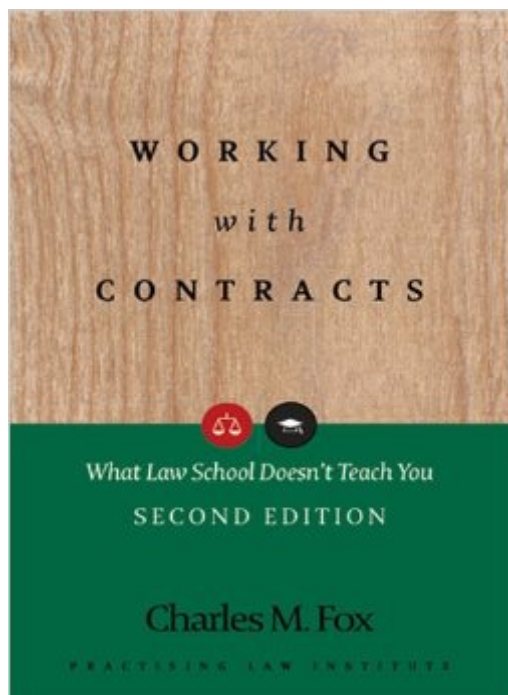


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# Working With Contracts: What Law School Doesn't Teach You (PLI's Corporate And Securities Law Library)



## Synopsis

PLI's *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. This highly readable, step-by-step handbook enables you to fully understand how contract provisions work and are used to craft effective contracts; adapt relevant and reliable drafting precedents to save time and trouble; avoid drafting errors, omissions, and ambiguities that jeopardize agreements; include and coordinate requirements that ensure contracts are effective; make contracts more user-friendly by inserting widely accepted formal terms; build into contracts the requisite flexibility without compromising precision; review and interpret contracts for due diligence and other business purposes; and master accounting basics and accurately express quantitative ideas in contracts. *Working with Contracts* features important coverage of contract covenants, breach of covenants, due diligence conditions, organization of the agreement, credit-related provisions, acquisition-related provisions, the integration clause, and indemnification. Periodically updated, *Working with Contracts: What Law School Doesn't Teach You* is a crucial guide for inexperienced transactional lawyers, a useful refresher for experienced transactional lawyers, a handy reference for general practitioners, and an important teaching tool for law firms. Founded in 1933, Practising Law Institute is the nation's foremost provider of continuing legal education. PLI is a leading publisher of authoritative legal references and other information resources and offers more than 300 live and electronic programs nationally. About the Author Charles M. Fox is an attorney, legal skills trainer, and is the founder of Fox Professional Development LLC in White Plains, NY.

## Book Information

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## Customer Reviews

I am a new attorney who just started practicing as a transactional lawyer. I ordered 14 books on this subject. There is no other book that summarized the contracts writing process and the relevant set of legal skills that help in it like this book. I learned how to draft contracts by doing it while working for a large software company in Seattle. Since I became an attorney, the process became even more interesting (I had many reference points) as I now have the legal skills to add. This helped me combine the hands-on knowledge with the legal theories I learned in school to improve my drafting skills. The language used is so readable; analogies are thought provoking; techniques explained are useful; and review and interpretation guides are invaluable. Great resource for a new lawyer!

I have been litigating on behalf of clients for the past 4 years. For the most part, I see the pitfalls, head aches and problems recognized long after the parties celebrated signing a new deal. Then a client came to me with a request-- he asked me to help negotiate his contract keeping an eye on the issues with litigation potential. (Quite a refreshing request I might add) Shifting gears, I had to brush up on current contract drafting practices and strategy. This book provided an excellent resource as to structure, potential interpretations, expectations, timing of the exchange of drafts.... well written, many areas covered quickly, not labored or too vague. I recommend this book along with Tina Stark's Negotiating Contract Boilerplate for practical contract drafting and review information. And if Charles Fox writes another book - I'd love a copy! Thanks!

My only regret is not reading this book earlier in my career. For all first years and law students, it is a must read. If you are a transactional attorney, this book is a great resource. Charles Fox deserves an award for creating a road map for junior associates.

Law school prepares young attorneys to litigate, not to practice in corporate law. I excelled in all my corporate law classes (Securities, Corporate Law, M&A, Bankruptcy, UCC, etc) but when work started, I was lost. Charles Fox does a fantastic job demystifying many of the processes. The book serves as both a guide and a reference for any first year associate. For any 2L who is a confused

summer associate or any recent graduate trying to get a grip on corporate practice, I strongly recommend this book.

I am a law school student who plans on pursuing a career as a transaction lawyer. This is by far the best book I have read on contract drafting, review and strategy. It covers basic contract structure, as well as guides you through potential interpretations of provisions, expectations, and the exchange of drafts with opposing counsel. It is very well written and easy to follow. It covers many areas quickly, without losing depth. I would recommend this book as an excellent resource for both new and seasoned attorneys, even litigators who want to understand more about contract disputes.

This is a good book on contract drafting, which I recommend if you write contracts dealing with financing and acquisitions, which is the author's specialty. For a more comprehensive resource on contract drafting, I recommend *Manual of Style for Contract Drafting, Second Edition* by Ken Adams. That book, and Ken's web site [AdamsDrafting](#) are, in my opinion, the best sources available for advice on contract drafting.

Excellent information. I'd call it behind the scenes information that you need to know to understand the real business of business contracts. Not in any way for law school contracts classes. More helpful for drafting.

As a non-lawyer who drafts contracts, this book has been very helpful. I am going to suggest it to my manager as training materials for my position in the future. It is a little tough to get through chapter 2, but chapters 3 and 4 have been much easier (I'm still reading through it currently). I will be keeping this at my desk as a reference tool.

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