Negotiating and Drafting Contract Boilerplate

Description: Traditionally, "boilerplate" refers to the standardized, “one size fits all” provisions that generally appear at the end of a contract, including choice of law, notice, arbitration, force majeure and assignments. Lawyers often take these provisions for granted, forgetting that significant business and legal issues lurk within them. Prudent lawyers carefully examine and tailor these provisions to meet the needs of individual transactions.

Negotiating and Drafting Contract Boilerplate educates lawyers and business professionals on the underlying rationale and importance of boilerplate language. Each chapter tackles a different contractual provision, over twenty in all, and analyzes why it is important, what the key legal and business issues are, what is negotiable and what is not, and how best to draft the provision to suit a particular transaction. This best-selling book will give you a competitive edge—and a new understanding and appreciation.

Review:
Great book. You'll learn more about contracts by reading this book than you ever did when you took contracts in law school. I never miss an opportunity to promote and praise this book! John Hightower, Librarian, Lanier Ford, Huntsville, Alabama

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