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

Contents:

Chapter 1
Introduction
- 1.01 This Book's Thesis
- 1.02 Boilerplate Provisions in Contracts
- 1.03 Boilerplate Provisions and Litigation
- 1.04 Organization of this Book
- 1.05 The Language of Boilerplate Provisions
- 1.06 Going Forward

Chapter 2
The Nuts and Bolts of Drafting Boilerplate Provisions
- 2.01 Introduction
- 2.02 Declarations
  [1] Declarations Defined
  [2] Drafting Declarations
- 2.03 Covenants
  [1] Introduction
- 2.04 Clarity Through Format

Part Two
Parties, Assignees, and Third Party Beneficiaries

Chapter 3
Assignment and Delegation
- 3.01 Introduction
- 3.02 Definition of Terms
  [1] Assignment and Delegation
- 3.03 Historical Development of Anti-Assignment Clauses: Early Common Law
- 3.04 Modern Common Law
  [1] Assignability of Rights
  [3] Delegability of Conditions
- 3.05 Enforceability of Anti-Assignment Clauses
  [1] Prohibiting the Assignment of the Contract vs. Prohibiting the Assignment of Rights Under the Contract
Chapter 7
Waiver of Jury Trial
- 7.01 Introduction
- 7.02 The Nature of, and Right to, a Jury Trial
- 7.03 Rationale for Waiving Right to a Jury Trial
- 7.05 Negotiating and Drafting an Enforceable Jury Waiver Provision
[1] The Basic Waiver of Jury Trial
[2] Persons to Whom the Waiver Applies
[4] Prominence of Language
[5] Placement in the Contract
[6] Subject Matter of the Waiver
- 7.06 Due Diligence Considerations
- 7.07 Putting It All Together

Chapter 8
Arbitration
- 8.01 Introduction
- 8.02 History of Arbitration
[1] Early Hostility
[3] State Legislation
- 8.03 Subjects that May Be Arbitrated
[1] Federal Law
[2] State Law
- 8.04 Contract Interpretation
- 8.05 Overview of the Arbitration Process
- 8.06 Deciding Whether to Arbitrate
[1] Speed
[2] Independence of the Arbitrator
[3] Selection of Arbitrators
[4] Expense
[5] Privacy
- 8.07 The Elements of an Arbitration Provision
[1] Introduction
[5] Scope of the Arbitrator’s Authority
[7] Enforcement and Appeals
- 8.08 Nonbinding Dispute Resolution Provisions
- 8.09 Putting It All Together
[1] Long-Form Provision
[2] Short-Form Provision

Chapter 9
Cumulative Remedies and Election of Remedies
- 9.01 The Remedies Universe
[1] Introduction: The Fundamental Questions to Ask a Client
[2] Types of Remedies
- 9.02 Limitation of Remedies, Election of Remedies, and the Cumulative Remedies Provision
[1] Historical Context
[3] Drafting Considerations: When to Include a Cumulative Remedies Provision
Part Four
Financial and Risk Allocation Provisions

Chapter 10
Indemnities
- 10.01 Introduction—The Importance of Allocating Risk
- 10.02 What Is Indemnification?
[1] Indemnification Defined
[2] Indemnification Distinguished from Contribution, Guaranties, and Surety Contracts
- 10.03 The Pitfalls of Pursuing Common Law Remedies
- 10.04 Contract Interpretation and Enforceability
[1] Interpretation of Indemnity Provisions
- 10.05 The Shortcomings of the Basic Indemnification Provision
- 10.06 Parties to the Indemnity
[1] Identify the Indemnitors
[2] Identify the Indemnitees
- 10.07 The Promise to Indemnify
[1] Words of Promise
[3] Reciprocal Promises
- 10.08 Scope of the Indemnity
[1] Scope of the Indemnity—Defining What the Indemnitor Must Pay
- 10.09 Duration of the Indemnity
[1] Overview
- 10.10 Dollar Exposure of the Indemnity: Baskets, Caps, and Ceilings
[1] Baskets
[2] Caps and Ceilings
- 10.11 Dollar Exposure of the Indemnity: Tax and Insurance Considerations
[1] Tax Considerations
[2] Offsets Against Insurance
- 10.12 Exclusivity of Indemnity as a Remedy
- 10.13 Procedural Issues
- 10.14 Means of Securing the Payment of the Indemnity
[1] Escrow Funds
[2] Set-Offs
- 10.15 Putting It All Together
[1] Long-Form Provision
[2] Short-Form Provision

Chapter 11
Force Majeure
- 11.01 Introduction
Chapter 12
Transaction Costs
- 12.01 Introduction
- 12.02 Defining the Terms
[1] Transaction Costs
[2] Costs
[3] Fees
[4] Expenses
- 12.03 The Common Law: General Considerations
- 12.04 The Common Law: Transaction Costs Incurred Prior to Contract Formation
[1] General
[2] Exceptions
- 12.05 Transaction Costs Incurred to Perform the Contract or Satisfy Conditions Precedent
[1] "Expectation" Theory of Damages
[2] Reliance and Restitution Theories of Damages
- 12.06 Transaction Costs Incurred to Enforce the Contract
- 12.07 Fee-Shifting Provisions
[1] Enforceability Generally
[3] Fee-Shifting Statutes Applicable to Commercial Transactions
- 12.08 Negotiating and Drafting Transaction Cost Provisions
[1] General Drafting Considerations
[2] Should the Contract Include a Transaction Costs Provision?
- 12.09 Putting It All Together

Part Five
Communications Between the Parties and with Others

Chapter 13
Confidentiality
- 13.01 Introduction
- 13.02 Legal Remedies in the Absence of a Contract
[1] Common Law Remedies
[2] Uniform Trade Secrets Act
[3] Criminal Statutes
- 13.04 Negotiating and Drafting Confidentiality Provisions
[1] Definition of Confidential Information
[2] Disclosure and Use of Confidential Information
[3] Permitted Disclosees
[4] Return of Confidential Information
[5] Competing Disclosure Obligations
16.01 Introduction
16.02 Modifications Under the Common Law—Both Written and Oral
  [2] Surmounting the Consideration Requirement
16.03 Oral Modifications Enforceable Despite Contract Provision
16.05 The Restatement (Second) of Contracts
16.06 Common Law Waivers
  [1] Waiver of a Condition Precedent
  [2] Election
  [1] Waiving a No Oral Waiver Provision
  [2] Estoppel as a Means of Invalidating a No Oral Waiver Provision
16.08 Retraction of Waivers
16.09 Statutory Provisions Affecting Modifications and Waivers
  [4] Retractions of Waivers
16.10 Should a Contract Include No Oral Modification and No Oral Waiver Provisions?
16.11 Negotiating and Drafting Modification and Waiver Provisions
  [4] Statutory Requirements as to Modification and Waivers
16.12 How to Protect a Client from an Unintended Modification or Waiver
16.13 Putting It All Together

Chapter 17
Severability
  17.01 Introduction
  17.02 The Common Law: If the Contract Has No Severability Provision
    [1] Preliminary Inquiries
    [4] No “Serious Misconduct”
  17.03 Why Include a Severability Provision?
  17.04 Is a Severability Provision Desirable?
  17.05 Negotiating and Drafting the Severability Provision
    [1] Basic Statement
    [2] Not a Waiver
    [3] Specified Essential Terms
    [4] Further Limitations
    [5] Partial Enforcement; Deletions Under the “Blue-Pencil” Rule or Reformation Under the Rule of Reasonableness
    [6] Negotiations to Modify Illegal Terms
    [7] Anti-Severability
  17.06 Putting It All Together

Chapter 18
Merger
  18.01 Introduction
  18.02 The Parol Evidence Rule
    [1] The Scope and Effect of the Rule
    [2] When Is a Writing Integrated?
    [3] When Is a Writing Completely Integrated?
  18.03 Merger Provisions
  18.04 Negotiation Issues
Chapter 18
Negotiating and Drafting the Merger Provision
- 18.05 Negotiating and Drafting the Merger Provision
- 18.06 Omitting a Merger Provision
- 18.07 Putting It All Together

Chapter 19
Counterparts
- 19.01 Introduction
- 19.02 Common Law
- 19.03 Enforceability
- 19.04 Negotiating and Drafting the Counterparts Provision
- 19.05 Putting It All Together

Part Seven
Interpretive Provisions

Chapter 20
Number and Gender
- 20.01 Typical Provision: Purpose and Pitfalls
- 20.02 Misuse of the Gender Clause: The Alternative of Gender Neutral Drafting
- 20.03 Misuse of the Number Clause: Vigilance in Use of Defined Terms
- 20.04 Putting It All Together

Chapter 21
Captions
- 21.01 Introduction
- 21.02 If the Contract Is Silent
- 21.03 Is a Captions Provision Desirable?
- 21.04 Forms and Drafting
- 21.05 Putting It All Together

Part Eight
Other Provisions

Chapter 22
Further Assurances
- 22.01 Introduction
- 22.02 Implied Covenant of Good Faith and Fair Dealing
- 22.03 Implied Covenant of Best Efforts
- 22.04 Reasons for Including Further Assurances and Pre-Closing Assurances Provisions; Provisions Regarding Good Faith
- 22.05 Negotiating and Drafting Further Assurances and Pre-Closing Assurances Provisions

Part Nine
Conclusion

Chapter 23
Putting It All Together
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