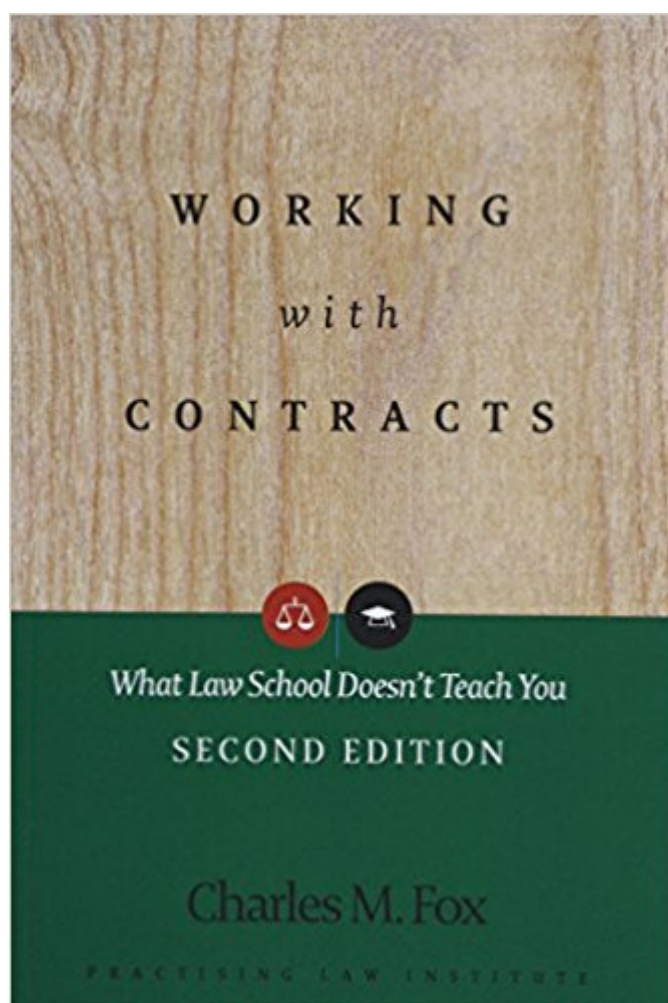


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# Working With Contracts: What Law School Doesn't Teach You, 2nd Edition (PLI's Corporate And Securities Law Library)



## Synopsis

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.

## Book Information

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## Customer Reviews

Working with Contracts should become a bible for . . . associates in large corporate firms because it offers the reader both basic and more advanced drafting techniques and concepts. The conscientious reader will be drawn into the subject matter and may likely be surprised that such

potentially complex, and perhaps dull, topics could be so inspiring. ---- New York Law Journal Working with Contracts is highly recommended and. . . is a pretty good bargain. ---- Dennis Kennedy, Information Technology Transactional Lawyer and member of the ABA Law Practice Management Sections Council Working with Contracts is an excellent book. ---- Susan J. Irion, Director of Professional Development, DLA Piper, Chicago

Charles M. Fox, J.D. is the founder of Fox Professional Development LLC, a professional development training and consulting firm based in White Plains, New York, that serves lawyers and business professionals in programs covering contract drafting skills, due diligence, enforceable contract obligations, transaction structuring, basic business concepts and practices, and loan documentation and public debt documentation. Mr. Fox has conducted more than 80 training programs for many of the nations leading law firms and corporations. He has 22 years of experience as a lawyer specializing in debt financings and restructurings, including 14 years as a partner at Skadden Arps in New York City. While at Skadden, he played an important role in professional development, including conducting a 25-hour training program for junior banking associates.

**The Quick:** This book is great for all incoming corporate associates and for anyone who has to deal with contracts on a regular basis. The writing is clear, concise but yet detailed enough to give you an idea of what you may face in the real world.**Why Listen to Me:** I've practiced as a Corporate Associate at a Vault top 10 law firm in NY and the best firm in New Jersey. I've practiced in Capital Markets, Mergers & Acquisitions and Private Equity groups. I've also reviewed, analyzed and summarized countless contracts. I have drafted some ancillary agreements but wanted to bolster my drafting know-how and this book was perfect to help me do that.**The Examples:** Some other reviewers have complained that the examples are skewed towards debt financing and real estate agreements, but I didn't find that to be the case. I thought they were varied enough to be able to apply whatever principle that was being exemplified to real life situations, but then again, I've done this before to some degree so it was easier for me to envision how certain principles applied to what I had seen at work and what I may see later.**The Recommendation:** If I was a partner in charge of training associates, I would make this mandatory reading. Although, I have the benefit of 3.5 years of experience and many concepts were already familiar to me, had I read this book prior to practicing, it would have prevented many mistakes and allowed me a greater chance to excel from the get-go. Charles M. Fox (the author) is a great writer and he does an amazing job of explaining complex concepts and making it accessible to everyone. The book is not long but covers a great

amount of material. It is also indexed well so you can jump to any section you wish. I have already marked, underlined and annotated this book on pretty much every page. I am certain I will return to it many times as I continue to practice corporate law. Disclaimer: I did not receive this product in exchange for a positive review and I do not know the author personally. I am simply sharing my thoughts on what I think is an excellent primer for those practicing in this arena.

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.

Pretty solid content on contract drafting. As most of the other reviewers mention, the book would best serve a young attorney working on real estate or investment transactions. I work in neither area, and sometimes scanning through the RE/investment-specific content was time-consuming and mind-numbing, but overall I learned enough from the book to be satisfied.

As a student in law school, it is very helpful in understanding how contracts work. In my current internship I am responsible for drafting a contract. Contracts alone does not prepare you at all to handle the task. This book is extremely helpful in understanding the what and the why of the contract.

great for people starting out in the legal world

Great book. I'm a junior associate and I use this as a great reference.

I'm a non-lawyer whose job is to manage a team of non-lawyer contracts professionals, and I'm getting copies of this for everyone on my team, it's an invaluable resource. It has helped me understand when "legalese" is and is not necessary, and how certain clauses are best negotiated. Highly recommended.

Good book if you are doing project financing and M&A deals.

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