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Deal Struck: The World's Best Drafting Tips

Ross Guberman, Gary Karl

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Deal Struck: The World's Best Drafting Tips

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A colorful, user-friendly, and authoritative guide to the best contract-drafting tips for commercial agreements. The tips cover everything from language of rights and obligations to key boilerplate provisions and such stumbling blocks as indemnity and formulas. A novel red-yellow-green "use this term, not that term" system allows for easy reference for busy lawyers. The authors scoured thousands of pages of drafting books and treatises along with hundreds of articles. They also consulted with dozens of corporate practitioners. The guidelines that made it into this hand-held guide all had to satisfy two tests: Would the guideline help make a contract enforceable? And is the guideline realistic given the priorities of real-world commercial practice?

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