



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

By Charles M. Fox

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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.

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### 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.

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#### Review

"**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*

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"[**Working with Contracts** is an] excellent book." Susan J. Irion, Director of Professional Development, DLA Piper, Chicago

#### About the Author

**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 nation's 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.

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