



Developing Professional Skills: Business Associations

By Michelle Harner

West Academic. Paperback. Book Condition: new. BRAND NEW, Developing Professional Skills: Business Associations, Michelle Harner, Incorporating skills training into a traditional Business Associations course is challenging. This creative and original book provides ten independent exercises designed to develop student skills in legal drafting, client interviewing and counseling, negotiation, and advocacy. Each exercise is based on fundamental legal rules and doctrines so that the book can be used on its own or as a supplemental text with any doctrinal casebook. Students are required to spend a manageable one to two hours on such tasks as outlining discussion points for major meetings and negotiations, drafting advisory letters to clients, crafting a demand letter to a board of directors on behalf of shareholders, negotiating indemnification provisions, drafting a certificate of incorporation based on the clients' stated objectives, and developing strategies to manage delicate corporate client communications. Each exercise contains a work product template that the student must complete for assessment purposes. A comprehensive Teacher's Manual provides guidance and suggestions for expanding the classroom discussion to include ethical issues, professional responsibility concepts, and the norms of modern legal practice. For more information visit the companion site .



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Reviews

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