Teaching Context in Contract Drafting

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Overview

- Contract drafters need both skills and doctrine
- Training Agenda
  - Sausage making
  - Legal context
  - Business context
  - Law of lawyering
- Training Options
Training Agenda—Legal Context

- Universally-applicable regulation
- Industry-specific regulation
- Agreement-specific regulation
- Word-level regulation
Training Agenda—Business Context

- Pricing models
- Distribution/sales practice
- Buzzwords
- Other rule sets
  - Accounting
  - Tax
  - PR/Marketing
  - Compensation plans
Training Agenda—Law of Lawyering

- Legal requirements
  - Disciplinary rules
  - Malpractice
  - Court/agency rules
  - Insurance carrier requirements
  - Engagement letter review
- Technology issues
- Firm policies/norms
Training Options

- Experience
- Self-study
- Coordinated training series
- Ad hoc training sessions
- Periodic “group” meetings
- Conferences (outsourced training)