

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
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Training Agenda—Business Context



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



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

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