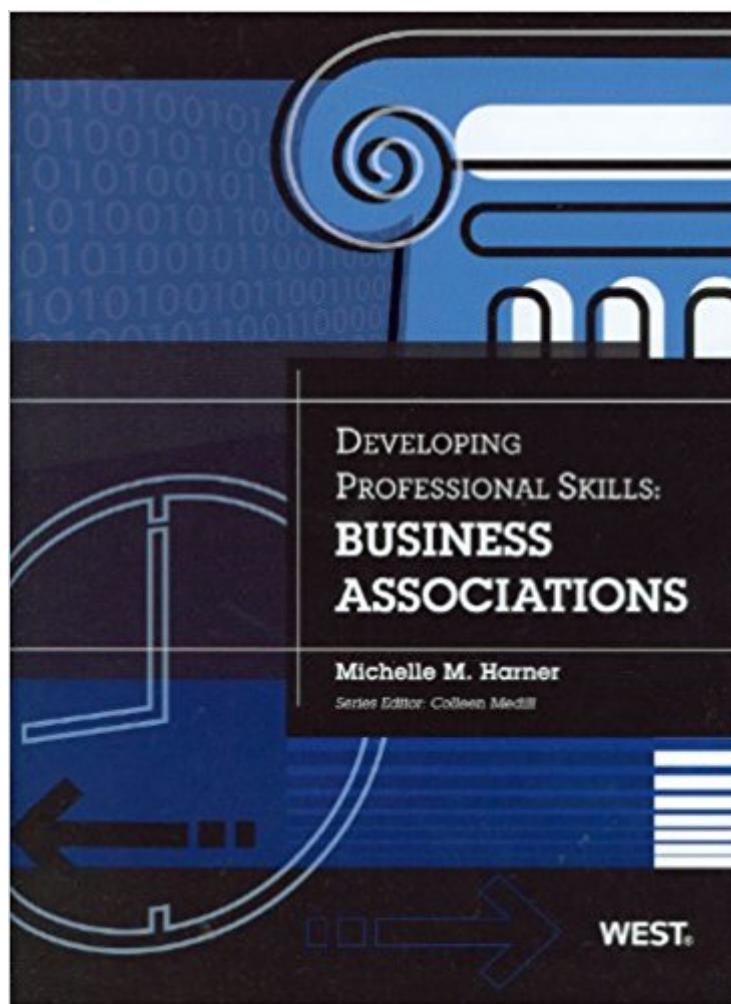


The book was found

# Developing Professional Skills: Business Associations



## Synopsis

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.

## Book Information

Series: Developing Professional Skill

Paperback: 144 pages

Publisher: West Academic Publishing; 1 edition (November 8, 2012)

Language: English

ISBN-10: 0314279601

ISBN-13: 978-0314279606

Product Dimensions: 0.2 x 7 x 9.5 inches

Shipping Weight: 9.6 ounces (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #483,455 in Books (See Top 100 in Books) #197 in Books > Law > Business > Corporate Law #5066 in Books > Textbooks > Law

[Download to continue reading...](#)

Developing Professional Skills: Business Associations The Law of Florida Homeowners Associations (Law of Florida Homeowners Associations (Paperback)) Business For Kids: for beginners - How to teach Entrepreneurship to your Children - Small Business Ideas for Kids (How to Start a Business for Kids - Business for children - Kids business 101) ESL Business English: The

essential guide to Business English Communication (Business English, Business communication, Business English guide) Developing Professional Skills: Bankruptcy Corporations & Other Business Associations: Cases & Materials, Seventh Edition (Aspen Casebook) Business Associations, Cases and Materials on Agency, Partnerships, and Corporations (University Casebook Series) Business Associations: Agency, Partnerships, LLCs, and Corporations, 2017 Statutes and Rules (Selected Statutes) Business Associations: Agency, Partnerships, LLCs, and Corporations, 2016 Statutes and Rules (Selected Statutes) Business Associations in a Nutshell (Nutshells) Business Associations, Cases and Materials on Agency, Partnerships, LLCs, and Corporations, 9th - C (University Casebook Series) Corporations and Other Business Associations Selected Statutes, Rules, and Forms: 2017 Supplement (Supplements) Acing Business Associations (Acing Series) Acing Business Associations (Acing Law School ) Questions & Answers: Business Associations Business Associations, Cases and Materials on Agency, Partnerships, and Corporations (University Casebooks) Corporations and Other Business Associations Selected Statutes, Rules, and Forms: 2016 Supplement (Supplements) Refining Composition Skills: Academic Writing and Grammar (Developing / Refining Composition Skills Series) Critical Thinking Skills: Developing Effective Analysis and Argument (Palgrave Study Skills) CPT 2016 Professional Edition (Current Procedural Terminology, Professional Ed. (Spiral)) (Current Procedural Terminology (CPT) Professional)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)