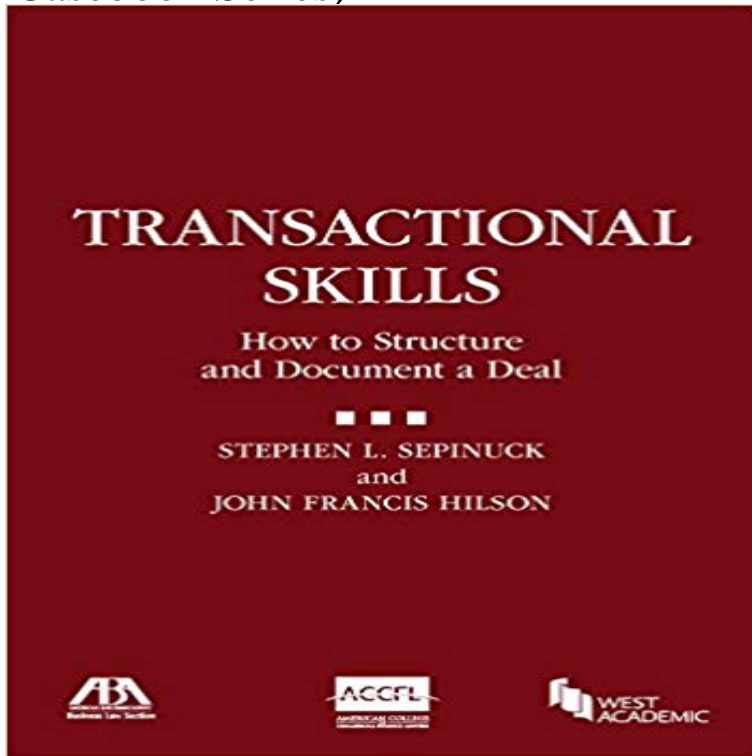


# Transactional Skills: How to Structure and Document a Deal (American Casebook Series)



The book is designed as a tool for training law students in the skills needed for successful transactional lawyering. Through carefully designed problems and exercises, the first part of the book helps students understand and strategically use the different types of contract terms, translate deal terms to precise contract language, use forms appropriately, and spot and resolve ambiguity. Students also practice deal design, due diligence, and negotiating contract language. The second part of the book consists of four simulated commercial transactions, each of which consists of several parts. In each simulation, students further develop their transactional lawyering skills by structuring, negotiating, and documenting a deal on behalf of a one of the parties to the transaction. The book is accompanied by an extensive teachers manual that includes a detailed response to each problem and guidance on teaching each of the simulations. Faculty interested in a review copy of this title or the accompanying Teachers Manual should contact their West Academic Account Manager at 800-313-9378 or at [accountmanager@westacademic.com](mailto:accountmanager@westacademic.com). For more information and additional teaching materials, visit the companion site.

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