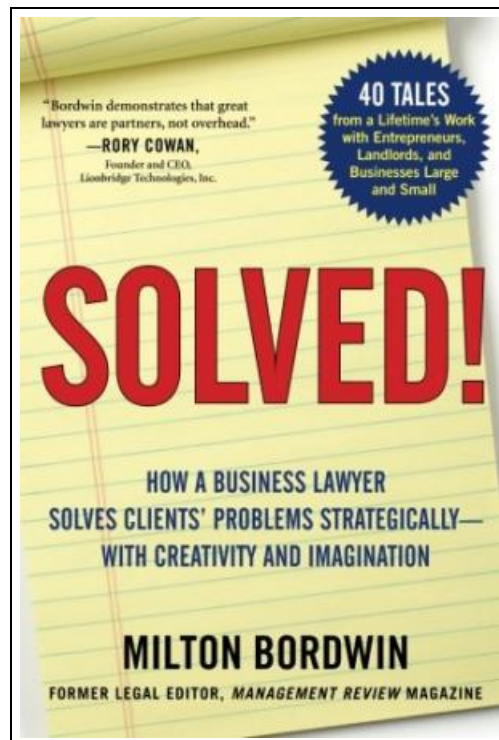


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Legal Risks Limited, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Law School Teaches Lawyers the WHAT. SOLVED! Shows Readers the HOW. This book of 40 Tales (illustrated by the best business-law cartoons) covers 60 years of a business lawyer solving his clients real and most vexing problems. The Tales are written in plain English - easy, conversational and entertaining - you don't have to be a lawyer to enjoy them. The general reader will see how this lawyer's mind worked when faced with these problems - some seemingly insoluble. (Using his brand of strategy - explained in the book - the author solved one problem 10 years before it happened!) And based on the comments of the lawyers on the cover (a US Senator; Federal Judge; law school professor and Dean; big-firm corporate lawyer and others) law students and new lawyers can also benefit from SOLVED! Clients problems came from over 25 industries and covered more than 30 legal specialties. (And a few Tales remind us that sometimes The Law is not the solution. In one situation, the author had to look elsewhere, namely Public Relations!) Some Tales deal with advocacy - how to argue a case before a judge and win. One Tale shows when you have an obligation to negotiate - not necessarily to reach any agreement, but a legal obligation to talk. Other Tales tell you when to talk and when, during a negotiation, it's best to say nothing and just listen. Seeing how problems are solved provides lessons in prevention - how you keep problems from happening in the first place. How do you prevent problems from arising? First, know exactly what the client intends and expects; and Second, use clear and precise language in...



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