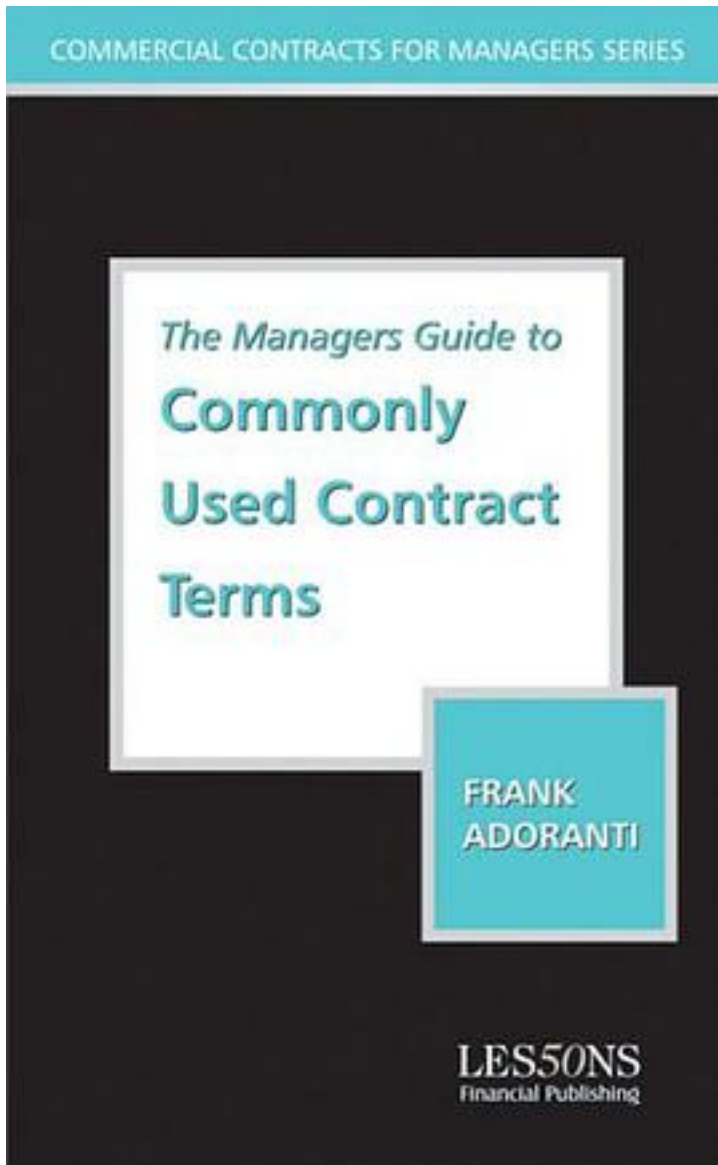


The Managers Guide to Understanding Commonly Used Contract Terms



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* Examples are given from "real life" business situations* Practical information and "Golden Rules" on what to do and what not to do* Plain English explanations of legal terms* Helpful resource for corporate managersThis book will familiarize the reader with the look and feel of particular contract clauses (often called boilerplate clauses) that are important in commercial contracts. In negotiations, some executives will only scrutinize the commercial or "deal" terms of the contract. The rest is usually left "for the lawyers to sort out." However, the boilerplate clause will usually govern or regulate the other commercial or "deal" clauses. They play a vital part in the contract.It is only through the process of familiarization that you can begin to understand their effects. The important thing is to be able to identify these clauses and to understand what they are trying to achieve by their inclusion in the contract, which will place you well ahead of most other business executives in this area.

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