



LawShelf Educational Media

Negotiating and Drafting Contracts

The Negotiating and Drafting Contracts course consists of a series of reading and video-watching assignments as set forth below. It is assessed by a final examination.

Course Description

The Negotiating and Drafting Contracts course works through the process of bringing an initial tentative agreement and continues through the final stages of a complex binding contract. The course looks at various common contract provisions and discusses how to adapt them for specific situations.

Course Learning Outcomes

At the completion of this course, students will be able to:

- Discuss the preliminary concerns that apply to all contract drafting projects;
- Describe the steps involved in negotiating and drafting contractual agreements;
- Identify and describe the purposes of many common contract provisions;
- Adapt standard template contractual provisions to individual situations.

Recommended Prerequisite: *Basics of Contract Law*

Academic Questions

Academic questions for this course can be sent to info@lawshelf.com

Final Exam

When students are ready to take the final exam, please register for a LawShelf account (or log in).
<https://lawshelf.com/loginview>

Go to the Negotiating and Drafting Contracts video-course and click “Take the Final Exam.” You will be given instructions on how to take the exam. All exams must be proctored by the Voice Proctor® proctoring system for academic credit to be earned. Exams are graded on a P/F scale. Grades of 70% or above are considered passing grades. Transcripts can be ordered via Parchment. Inquiries should be sent to info@lawshelf.com.

Study Guide **Introductory Videos**

The Enforceability of Adhesion Contracts

<https://lawshelf.com/shortvideoscontentview/the-enforceability-of-adhesion-contracts/>

The Parol Evidence Rule

<https://lawshelf.com/shortvideoscontentview/contract-law-the-parol-evidence-rule/>

Readings

These PowerPoint presentations contain important information on contract provisions:

https://nationalparalegal.edu/uploads/19Draft_Cont_Slides_02.pdf

<https://nationalparalegal.edu/uploads/Drafting%20Representations%20and%20Warranties.pdf>

<https://nationalparalegal.edu/uploads/Endgame%20Provisions.pdf>

<https://nationalparalegal.edu/uploads/A%20Potpourri%20of%20Other%20Drafting%20Considerations.pdf>

Video Course Watching

Negotiating and Drafting Contracts Overview

<https://lawshelf.com/videocoursescontentview/negotiating-and-drafting-contracts>

Introduction & "Preliminary" Contracting-Module 1 of 6

<https://lawshelf.com/videocoursesmoduleview/introduction--preliminary-contracting-module-1-of-6>

Drafting & Negotiating "the Deal"-Module 2 of 6

<https://lawshelf.com/videocoursesmoduleview/drafting--negotiating-the-deal-module-2-of-6>

Common Contract Clauses: Part 1-Module 3 of 6

<https://lawshelf.com/videocoursesmoduleview/common-contract-clauses-part-1-module-3-of-6>

Common Contract Clauses: Part 2-Module 4 of 6

<https://lawshelf.com/videocoursesmoduleview/common-contract-clauses-part-2-module-4-of-6>

Common Contract Clauses: Part 3-Module 5 of 6

<https://lawshelf.com/videocoursesmoduleview/common-contract-clauses-part-3-module-5-of-6>

Common Contract Clauses: Part 4-Module 6 of 6

<https://lawshelf.com/videocoursesmoduleview/common-contract-clauses-part-4-module-6-of-6>

At this point, students are prepared for the final exam.