

PREFACE

This book is designed for use both in law schools and in large law firms with associate training programs. In creating it, we have drawn on our many decades of collective experience in teaching courses on the transactional practice of law and in training junior associates. Although the book contains explanatory text, it is designed primarily as a problem-based approach to the acquisition of transactional lawyering skills. We believe that learning in general, and skills acquisition in particular, requires active engagement, repetition, and frequent feedback. This book is designed to facilitate that approach.

We invite all who use this book to send us their comments about it. Only with those can we possibly improve the next edition. We also invite users to visit the web page for the book – www.transactionalskills.com – for updates and for links to useful resources.

Finally, we welcome you to transactional lawyering. We love this type of law practice, we hope that affection is evident in at least some of the pages that follow, and we further hope that this book will help prepare you for whatever transactional work comes your way.

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