Course Name
Transactional Lawyering Skills Lab

Course Number
Law 8601L

Professor
Downs/Luppino/Hoyt/Simmons

Essential Prerequisites
Co or Prerequisite: Business Organizations

Desirable Prerequisites
None

Course Books
Materials prepared by professors

Method of Grading & Appraisal of Student for Grade
Grading will be based on quality of performance on drafting projects and other skills development activities, and upon class participation.

Summary Description of Course
The Transaction Lawyering Skills Lab course will include practical application of materials generally covered in the Business Organizations course and presentation of additional material relating to transaction practice as well (such as, for example, the role of formal written legal opinions in transactional practice). Assignments will include exercises in drafting, negotiation, and client advising.

Course Outcomes
In general, and in addition to gaining familiarity with issues to be addressed in some common types of business transactions, students will develop appreciation for the importance of listening and responding to client objectives and conflicting proposals from counsel for other parties to a transaction, and the level of attention to detail and clarity necessary in proper drafting of transactional documents. Specific outcomes will include for every student: preparing a concise non-binding terms sheet for a selected type of transaction and interviewing a client in connection with that task; drafting common documents used in forming a corporation, including the preparation of corporate articles of incorporation, bylaws and minutes of board of directors meetings; drafting a proposed shareholders’ buy-sell agreement and a responsive mark-up to a draft from another party to that agreement; giving an oral report summarizing the results of research to a client or supervising attorney; and participating in a mock shareholders meeting.
Relevancy of Course for Career Purposes
This course is designed to provide students with practical skills related to practice in the business law area. It is intended that students learn how to perform discreet tasks that might be assigned to them in their first year or two of law practice.

Relevancy of Course for MO/Multi-State BAR Examination
This course should enhance the student’s understanding of bar tested business organizations materials learned in the Business Organizations course.