

Contracts 101: Learn to Review and Negotiate Services Agreements

(including intellectual
property licensing)

A Guide for
Business Owners,
Attorneys,
Contract Managers and
Contract Administrators
K. Anita Dodd, Esq.

Contracts 101 Learn To Review And Negotiate Services Agreements Including Intellectual Property Licensing

Robert Bond, Robert T. J. Bond



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Bond, Robert T. J. Bond, 2013-08-31 With comprehensively updated content and up to the minute commentary *Negotiating Software Contracts* previous edition *Software Contracts* is the best way to keep abreast of current practice in software contract law a must for all legal professionals and business advisers working in this area of rapid development and constant change This book gives practitioners and business advisers a useful insight into the potential traps and pitfalls of software contract negotiation Precedents and guidance are very commercially focused to provide the reader an opportunity to enhance their negotiation skills via useful and practical tips Contents PART I INTRODUCTION1 Understanding software licence agreements2 Some general types of software licence agreementsPART II LAWS AND REGULATIONS3 Overview to laws relevant to software contracts4 European Union LawPART III PREPARING FOR NEGOTIATIONS5 Understanding negotiating principles6 Preparing for negotiationsPART IV PREPARING FOR DRAFTING7 Preparing the contracts8 Checklist of the contents of a typical software licence agreement9 Necessary licence provisionsPART V NEGOTIATING TACTICS AND TECHNIQUES10 Creative problem solving11 The use of non verbals in negotiationAppendix PrecedentsPrevious edition ISBN 9781847666710 *Licensing Technology* Noel Byrne, 1994 **Business Contracts Kit For Dummies** Richard D. Harroch, 2011-04-27 If you think that hard work and good decision making are the only keys to running a successful business think again Although these issues are critical in any business endeavor in reality it is the paperwork that is key to creating and maintaining your business That s right paperwork From employee contracts to real estate leases these and other legal documents are incredibly important but can be difficult to decipher If you re a business owner who is not a legal expert *Business Contracts Kit For Dummies* will provide you with advice forms and contracts that will allow you to clearly spell out your business intentions to employees vendors and customers Even if you ve been in business for a while or are a legal expert you can still benefit from this book by using the nearly 200 sample contracts and documents contained on the companion CD ROM Using jargon free language this easy to use guide will introduce you to the basics of contracts and show you how to draft a variety of other legal documents *Business Contracts Kit For Dummies* also covers the following topics and much more Forms for businesses big and small Understanding the essentials of contracts Incorporating your business Drafting employment contracts Conquering leases licenses and loans Tackling Web agreements Avoiding common contract mistakes This unique kit is just what you need to make business agreements more agreeable And best of all it gives you dozens of sample contracts on the companion CD ROM that you can use right away Nearly 200 examples checklists and fill in the blank contracts are all a mouse click away including articles of incorporation independent contractor agreements checklists for office leases software license agreements confidentiality agreements and much more *Business Contracts Kit For Dummies* will show you how to cover your assets without making it a full time job Note CD ROM DVD and other supplementary materials are not included as part of eBook file

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