



Drafting and Negotiating Commercial Contracts: Fourth Edition

Mark Anderson, Victor Warner

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This comprehensive coverage of practical contractual matters acts as a 'one-stop' shop for everyone who wishes to understand, or has to negotiate or draft, a commercial contract. It includes a guide to the common legal issues in negotiating and drafting contracts; an explanation of the structure and contents of a commercial contract; good and bad practice in drafting (and in using clear, modern English); the meaning of and use of commonly-used words, phrases and legal jargon; the formalities for creating and signing contracts; commentary on the use of electronic drafting and electronic signatures; and guidance on the interpretation of contracts. In addition to being fully revised and updated, it takes into account the changes brought about by new or amended law and practice. This edition also includes: a new introductory section covering the formalities of entering into contracts; a new section on best practice for contracts which are signed and sent by email among the parties (*R (on application of Mercury Tax Group and another) v HMRC*); revisions to existing sections and a new section dealing with the continuing dominance and onward march of Investors Compensation Scheme West Bromwich Building Society and Chartbrook Ltd v Persimmon Homes Ltd & another; implications of the Consumer Contracts Regulations 2013 and the Consumer Act 2015; and expansion of the chapter covering legal terms and lawyers' jargon. This book is essential reading for commercial lawyers, contract managers, and anyone involved in negotiating and drafting commercial contracts. [Subject: Commercial Law, Contract Law, Corporate & Business Strategy, Tort Law, Restitution Law]

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