



# **Transactional Lawyering Skills: Client Interviewing, Counseling, and Negotiation (Essential Lawyering Skills)**

*Richard K. Neumann Jr.*

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## **Transactional Lawyering Skills: Client Interviewing, Counseling, and Negotiation (Essential Lawyering Skills)** Richard K. Neumann Jr.

The highly respected author of **Transactional Lawyering Skills** has written and co-written some of the top-selling books in the field. Designed to supplement Contract Drafting and Transactional Skills courses, his concise, straightforward explanation of professionalism covers working with transaction clients; problem-solving and problem-prevention; and transactional interviewing, counseling, and negotiation. Professional responsibility issues are fully integrated throughout the material. Going beyond simple theory, the text provides a succinct explanation of the lawyer-client relationship as well as the mechanics of transactional lawyering. **Transactional Lawyering Skills** can be used to help add a third credit to a 2-credit contract drafting course.

### Features

- concise, straightforward explanations of professionalism
  - working with transaction clients
  - problem-solving and problem-prevention
  - transactional interviewing, counseling, and negotiation
- highly respected author has written/co-written top-selling books in the field
- integrated coverage of professional responsibility issues
- clear and succinct discussion of lawyer-client relationship
  - covers the mechanics of transactional lawyering
  - goes beyond simple theory
- can be used to help add a third credit to a 2-credit contract drafting course

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