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features

Contracts and Deals



Cover Illustration by Elizabeth Lada

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Before Signing Your Next Nondisclosure Agreement, Count to Ten

By Eileen Barish & Brent Caslin

NDA's safeguard a company's secret trade info from disclosure by employees, vendors, and other trading partners. But they are often drafted in haste—and companies can find themselves accused of breaching them through seemingly innocent conduct. Avoid NDA battles by evaluating proposed agreements with these 10 pointed questions.

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A Primer on Telecommunications Service Agreements

By Jonathan R. Spencer & C. Douglas Jarrett

Telecommunications services—those things that connect your corporate offices, data centers, ecommerce sites, call centers, and cell phones—are vital to most companies, and with multiyear, multimillion-dollar contracts at stake, in-house counsel can help save company money through informed negotiations with potential providers. Learn the pricing and cost strategies, standard agreement pitfalls, and remedies to insist on (or avoid) in negotiating your next telecom services agreement.

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Can Your Company Enforce Its Intellectual Property Rights in China?

By Dr. Lulin Gao & Judge Cheng Yongshun & Keith D. Nowak

Many believe that enforcing IP rights in China is next to impossible. But recent changes in Chinese law and major progress in enforcement procedures now make actions in China worth considering. Three insiders help you understand how the Chinese system works and what your options are.

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Roadblock to Revenue or Onramp to Opportunity? Practical Tips and Tools for Negotiating Everyday Contracts

How many times have you experienced the “quick look review”—you know, the one where you get to review a contract 25 minutes before the business people are set to sign it? You don't want to be the company's roadblock to revenue, but you need to ensure that your company does not enter into a contract loaded with real risk to the corporation. Read how you can win in this situation and other common, vexing contract negotiation situations.

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