

A Proactive Approach to Contracting and Law

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New methods of collaboration and global networked technologies are creating a revolution in business relationships. Falling boundaries and the increasing need to cross the 'borders' created by different legal systems are leading to growing calls for a fresh approach to contracting and law. These changes increase uncertainty and demand a reliable basis for the definition and performance of business relationships.

That is where the *proactive approach* comes in. It offers an approach and a method focused on success, directed at prevention rather than cure. In this book, the reader will find many ideas, contributions and results developed from those presented at the Conference on *Commercial Contracting for Strategic Advantage: Potentials and Prospects* held in Turku, Finland, June 13–16, 2007. The book gives an introduction and insights into a proactive approach to the law, to the management of relationships, projects, contracts, and risks and to the prevention of legal uncertainties and disputes. It illustrates the need, outlines the benefits and provides some early and practical answers to how things must change.

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Tim Cummins: *Foreword*

Saara Lampelo & Helena Haapio: *Preface*

Edward A. Dauer: *Remembering Louis Brown*

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Thomas D. Barton: *A Paradigm Shift in Legal Thinking*

Cecilia Magnusson Sjöberg: *Proactive ICT Law in the Nordic Countries*

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Tim Cummins: *Taking the Law out of Contracts – and Putting Lawyers into the Contracting Process*

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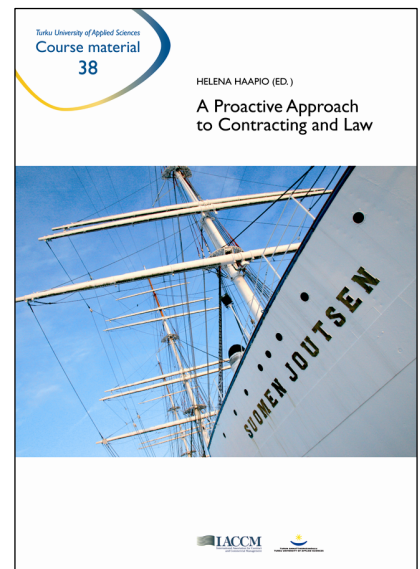
Eric van de Luytgaarden: *Legal Training, Paralegals and Practising Preventive/Proactive Law in the Netherlands*

Marc Lampe: *A New Paradigm for the Teaching of Business Law and Legal Environment Classes*

Webliography

"This educational business book on the Proactive Approach to Contracting and Law combines exceptionally well a wide range of insights and expertise gained in different fields of business and the academic world. I highly recommend this book for business leaders, legal and contract professionals and everyone interested in how the proactive approach can help secure success and prevent problems." says Dr. Saara Lampelo, Vice President, Turku University of Applied Sciences, Chair of the Turku 2007 Conference.

The book is now available as a printed book and will be available later as an e-book. For orders and enquiries regarding the printed book, please contact publications@turkuamk.fi, for the e-book, contact info@iaccm.com.



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