

# 3 Essential Soft Skills for Exceptional Contract Managers

## *White Paper*

ContractRoom considers what character traits and soft skills are most important for contract managers.

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# Nine Factors for Measuring Your Contract Managers' Productivity

## *Article*

ContractRoom asks: What factors do you take into account when measuring your contract managers' performance?

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# The Board and Long-Term Value Creation

## *White Paper*

The NACD Blue Ribbon Commission Report emphasizes that directors have a fundamental responsibility to ensure that the organization's short-term actions are well aligned with its long-term strategy.

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# Contract Negotiation: Stopping Redlining in its Tracks

## *Article*

ContractRoom discusses how the new wave of contract management is reducing time spent in negotiations.

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# Corporate Counsel: How to Implement AFA Structures

## *EVENT, Nov. 17, 11 a.m. EST*

The LexisNexis CounselLink strategic consulting team will present a complimentary webinar on alternative fee arrangement (AFA) implementation.

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# 11 Things You Can Control in the Contract Management

# Process

## *White Paper*

Serious consequences typically arise from lack of oversight during the negotiation phase or mismanagement of contract commitments after execution.

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## **Baker Donelson Advises SmartStop Self Storage, Inc. in \$1.4 Billion Merger**

### *NEWS*

The law firm of Baker Donelson Bearman Caldwell & Berkowitz, PC represented SmartStop Self Storage, a public non-traded self storage real estate investment trust, in its merger with Extra Space, a NYSE listed self storage REIT.

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## **Corporate Legal Operations: PepsiCo Configuration Optimization**

### *EVENT, August 18, 1 p.m. EDT*

LexisNexis Software Solutions will present a complimentary webinar on enterprise legal management (ELM) using a case study that shows how a system resnet enhanced PepsiCo's

ebilling efficiency.

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# **A New Approach to Enterprise Legal Management: A White Paper**

## ***White Paper***

Managing legal documents and transactions across an enterprise of any size is complex and challenging, but the systems supporting the effort don't have to be, according to a statement from Onit.

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# **Webinar: The 5 Scariest Questions Your CEO Could Ask About Your Contracts**

## ***On-Demand***

In this 45-minute live webinar, Exari Co-Founder and Chief Product Officer, Jamie Wodetzki, explains the ins and outs of Exari's Contracts Hub and what it could mean for your business.

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# **Legal Counsel and Contract Management**

A new presentation highlights the most important reasons for general counsel and outside legal counsel to use contract management as a bridge to the business. Avoid contracts being “filed and forgotten.” Learn how business lawyers can add tangible value for the business client.

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## **Protecting the Identity of LLC Members, LP Partners, Part II: Strategies for Discovery**

Thompson Coburn offers some pointers on how to safeguard the identities of business owners when an opponent has issued discovery requesting a copy of the organizational chart and/or information on the identities of the LLC members or LP partners.

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## **Insurance Certificates in**

# Contract Management

## *Article and video*

A new article and video from Berkman Solutions outline steps for managing insurance certificates required in a contract.

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## **New Contract Management Software Video Goes Online**

### *NEWS*

Berkman Solutions has posted a video providing an introduction to contract management software and the company's product, Contract Analyst.

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## **What Does It Mean To Be In-House Counsel?**

### *EVENT: Jan. 14-15 or Jan. 28-29*

Orrick, Herrington & Sutcliffe LLP will present seminars in New York and San Francisco for a discussion of issues that every in-house counsel has or will face.

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# In-House Legal Work to Increase Over the Next Year

## *News*

Corporate law departments have reported in a recent Altman Weil survey that they will cut down on outside counsel spending over the next year, writes JDJournal, reporting on Altman Weil Inc.'s "2014 Chief Legal Officer Survey."

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# Select Bankruptcy Issues for General Counsel

## *On-Demand*

Bilzin Sumberg presents a complimentary on-demand webinar covering a range of bankruptcy issues of particular interest to in-house counsel.

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# The Risk Intelligent General Counsel – A Deloitte White Paper

## *White Paper*

The legal and regulatory terrain has gotten rougher, says Deloitte in a white paper, yet the general counsel must not only keep up, but stay ahead.

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# **GM Says Its Top Lawyer Will Be Stepping Down**

General Motors has announced the upcoming retirement of its general counsel, Michael P. Millikin.

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# **Fannie Mae Names New General Counsel, Executive VP**

Fannie Mae has appointed Brian P. Brooks, 45, as executive vice president, general counsel, and corporate secretary effective Nov. 10.