

# Key Terms in Negotiating a Statement of Work

The importance of the terms in a state of work is sometimes overlooked by both business and legal teams because an SOW is commonly considered a business document rather than a legal document, writes **Stephen F. Pinson** in a Scott & Scott **blog post**.

He writes that it's important for an SOW to address who will be providing the services, the scope of work being provided, the start date and timeline for the work, where the services will take place, the scope of work and the exact deliverables, and how the service ultimately be performed/delivered and paid.

**[Read the article.](#)**