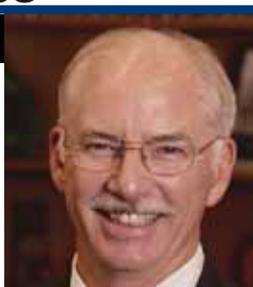


# Business & Transactional Law Center

## CENTERS of Excellence

Professor David Pierce



Board of Advisors Assist in Defining Center's Mission and Law School's Skills Program

Many Washburn Law alumni direct business enterprises and routinely participate in defining and executing the mission of their organizations. Alumni are also involved in representing business enterprises and routinely participate in audits to assess how their clients are complying with various legal, business, and aspirational requirements. The Business and Transactional Law Center is taking full advantage of this alumni expertise to help define not only the Center's future mission and activities, but also to assist with the Law School's self-study process as it prepares for the ABA's accreditation inspection in 2008. The ABA inspects each accredited law school once every seven years.

For these tasks the Board of Advisors has been divided into two working committees. The first committee, designated the "Mission" Committee, is chaired by Norman Pozez '80, and is charged with evaluating the Center's mission and activities to determine whether the Center is fulfilling its specific educational goals while supporting, to the maximum extent possible, the more general educational goals of the Law School and the University. This will include an evaluation of the Center's short-term and long-term plans and programs. Pozez's committee will also evaluate the strengths and weaknesses of the Law School's current business law offerings to assess how Washburn Law can best use its assets to prepare students to participate effectively in the business and transactional law segment of the legal profession.

The Center's current mission is: "To provide a variety of educational opportunities for students to learn how to function as transactional lawyers who can effectively represent clients engaged in business enterprises." These are educational opportunities provided to our students in addition to their regular course work. For example, David Fenley '79, who received his B.B.A. and J.D. degrees from Washburn University, and is an attorney with Blackwell Sanders Peper Martin in Kansas City, Mo., presented a student seminar titled: "Anatomy of a Real Estate Development Transaction." In his presentation he discussed H&R Block's \$250 million corporate headquarters development in the new Kansas City Live downtown entertainment district. Fenley provided students with an inside view of the H&R Block project, which included the detailed closing checklist used to coordinate the many private and public entity roles involved in the project. Students also had the opportunity to work through the actual "Development Agreement" entered into

between the City of Kansas City, Missouri and H & R Block Services, Inc. Students came away from this program with an appreciation for the planning, coordination, and structuring that lawyers have to engage in to accomplish a major real estate development project.



Bernie Bianchino '74

Students also had an opportunity to work through the complexities of an international business transaction when Bernie Bianchino '74, who received his B.A. and J.D. degrees from Washburn University, presented a student seminar titled: "Planning and Executing an International Sales Transaction: The CEO's Concept, The Lawyer's Role." Bianchino is CEO of Jaguar Telecom LLC and formerly the CEO of several telecommunications companies, including a subsidiary of Sprint PCS. Bianchino also has considerable experience

rience as in-house corporate counsel beginning with the Atomic Energy Commission, and then with Exxon Corporation, Sprint, and the predecessor to Quest Communications. He provided students with the opportunity to consider the lawyer's role as a planner and coordinator of the myriad of legal disciplines that must be marshalled to timely execute a complex business transaction. In this case the transaction required the creation of a reliable international supplier of a product and the importation of the product into the United States; all within the 18-month time frame required to meet the competitive requirements of the client's market.

Washburn Law faculty also provided students a two-hour program titled "Introduction to Legal Drafting." This is part of a "Professional Skills Development" series of extracurricular programs the Center is offering all students.

The second committee, known as the "Skills" Committee, is chaired by Sue Jean White '80, and is charged with identifying the essential skills of the "transactional" lawyer. Other committee goals include identifying the essential knowledge and skills a law school graduate should possess in order to perform as an effective lawyer in a business and transactional law setting. White's committee will also evaluate how the Center can assist the Law School in maintaining and expanding compliance with various ABA Standards for Approval of Law Schools. Her committee will focus specifically on ABA Standard 302 which requires that each student receive "substantial instruction" in "professional skills generally regarded as necessary for effective and responsible participation in the legal profession



Sue Jean White '80

Both committees will be evaluating ways the Center can assist the Law School in fulfilling its overall educational mission with a special emphasis on the role the Center can play in providing skills training to all Washburn Law students. The



David A. Fenley '79

Business and Transactional Law Center has been identified as one of the Law School organizations that could provide "transactional" skills training in areas such as "alternative methods of dispute resolution, counseling, . . . negotiating, problem solving, . . . organization and management of legal work, and drafting" that are listed by the ABA in its Interpretation 302-2 to Standard 302. Serving this transactional skills role would help to round-out the skills experience at Washburn Law. Currently Washburn Law has an extensive advocacy skills program, a highly effective legal analysis, research, and writing program, and a first-rate clinical program. Placing additional focus on transactional skills such as counseling, negotiation, alternative dispute resolution, structuring transactions, and drafting will provide more opportunities for students to learn how to use their substantive knowledge and analytical skills to accomplish, in a professional manner, specific client tasks.

The Board of Advisors who comprise each of the working committees include: Mission Committee, Norm Pozez '80 (Chair), Bernie Bianchino '74, Bill Buntzen '56, Duke Dupre '73, Dave Fenley '79, James Haines, Delano Lewis '63, Frank Ross '78, and Teri Wilford Wood '78. Skills Committee, Sue Jean White '80 (Chair), Gerald Aaron '66, Frank Caro '83, Winton Hinkle '68, Paul Hoferer '75, Michael Miller '91, William Pitsenberger, Jr. '78, and Jim Slattery '75.

If you wish to learn more about the Center or if you would like to volunteer, please contact director, Professor David Pierce, at (785) 670-1676 or [david.pierce@washburn.edu](mailto:david.pierce@washburn.edu)