



Business and Transactional LAW CENTER

During the 2007-08 academic year, with significant hands-on assistance from Washburn alumni, the Business and Transactional Law Center continued to successfully pursue its mission, “to provide a variety of educational opportunities for our students to learn how to function as transactional lawyers....” Working from a March 2007 report titled, “Skills Needed for First Year Lawyers and Lawyers Early in Legal Career,” prepared by the Center’s Board of Advisors, the Center began implementing the report’s recommendations.

For example, one of the “basic lawyering skills” identified in the skills committee report was developing “excellent writing skills” that recognize the unique demands for effective communication in a business context. To assist in teaching these skills **Sue Jean White, bba ’77**, and **jd ’80**, associate general counsel with Shell Oil Company in Houston, Texas, shared her expertise as a Distinguished Practitioner in Residence. Students had numerous opportunities to meet with White and to attend her seminars on “Writing Contracts,” “What Lawyers Need to Know About Corporate Governance,” and “The Questions You Need to Ask Before Giving Legal Advice.” Writing was also the focus of the Center’s “Professional Skills

Instruction” series taught by Center faculty, which included sessions on “Introduction to Legal Drafting” and “Drafting Conveyances.”

Under the more specific heading of “contracting skills,” the skills committee report identified the need for specific training in the areas of risk evaluation and management through indemnification and insurance. These skills were the focus of a series of presentations made by **Paul Hoferer, ’75**, who recently retired as vice president and general counsel for the Burlington Northern Santa Fe Railway in Fort Worth, Texas. While a Distinguished Practitioner in Residence, Hoferer presented student seminars on “Contractual Damages and Insurance Considerations,” “Contractual Indemnity – Why and How,” and “Evaluating and Resolving Contractual Claims.”

The skills committee report also identified a need for basic knowledge in certain specialty areas, such as antitrust law. This area was addressed by the third Distinguished Practitioner in Residence, **Randy Gordon, ’91**, partner in the Antitrust Group at Gardere, Wynne, and Sewell LLP in Dallas, Texas. Gordon presented, “Essential Elements of an Effective Antitrust



by David E. Pierce, Director, Business and Transactional Law Center, and Professor of Law



Professors Bill Rich and Alex Glashauser visit with Paul Hoferer, '75, about contract law.



Ramirez with Lathrop and Gage and **Phil Elwood, '71**, managing partner with Goodell, Stratton, Edmonds, and Palmer, "Common Issues Associated with Mergers and Acquisitions in the Health Care Industry."

Professor Brad Borden organized several major programs to enhance learning opportunities for students interested in tax law. The Distinguished Tax Law Visitor was Eric San Juan, deputy tax legislative counsel at the Treasury Department. Washburn Law also hosted its annual Tax Law Colloquium where scholars from across the nation came together to discuss partnership taxation.

In addition, this spring marked the second opportunity for 20 students to work with members of the Hinkle Elkouri Law Firm in Wichita, Kan., on several exercises to expose them to issues routinely faced by the business and transactional lawyer. The students worked with not-so-hypothetical transactions and business law issues under the direct tutelage of the firm's business lawyers, including **Donna Bohn, '90, John Broomes, '03, Michael Herd, '82, Amy Liebau, '97, Melissa Mangan, '07, Brian Perkins, '05, Scott Pohl, '90, and Dale Ward, '90.** As with the previous year, **Winton Hinkle, '68**, served as the program's liaison. This program has been a resounding success, with several students listing it as one of their most significant experiences in law school.

Compliance Program" and intrigued students with his presentation, "How Stories Become Legal Rules: A Kansas Case."

Other specialized topics were addressed in presentations by Washburn Law alumni, including **Michael J. Manning, '69**, partner with Fulbright and Jaworski in Washington, D.C., whose topic was "Representing Business Clients before Government Agencies," and **Robin K. Carlson, '06**, associate in the Business Litigation Division at Stinson, Morrison, and Hecker, LLP, who discussed "Preparing to Practice Business Law."

Other guest speakers and their presentations were Craig Evans, partner, Corporate Finance Division, at Stinson Morrison Hecker LLP, "Securities Law and Corporate Finance"; Kevin R. Sweeney, chair of the Life Sciences Group at Polsinelli, Shalton, Flanigan, and Suelthaus PC, "Role of a Business Lawyer in the M&A Process"; Jennifer Wieland, with Hush Blackwell Sanders, "Business Litigation: The Contract Case"; and Andrew

The extracurricular learning process also includes having students attend national conferences and institutes concerning business and transactional law issues. Six students attended the annual ABA Business Law Section Meeting in Dallas, Texas. Many students attended programs sponsored by the Kansas Bar Association as well as programs sponsored by the Rocky Mountain Mineral Law Institute in Vancouver, B.C., Phoenix, and Denver.

The Center's extracurricular programming has been assisted by several student organizations, particularly the Washburn Business Law Society. **A.J. Bingham, '08**, and third-year students Angela Carlon, Joey Parsons, and Bill Schmidt provided the Center with a great deal of assistance over the past year. The Center is also fortunate to have the expert administrative assistance of Donna Vilander.