Simulation Overview: Transactional Drafting & ADR

Welcome to *Simulations I – Transactional Drafting and Alternative Dispute Resolution*.

In this Course, you will assume the role of a **first-year associate attorney** at a large law firm. You have been hired to assist with a real-world commercial transaction involving the proposed sale and servicing of **100 "refurbished" jet engines**. You will be provided more information about your firm and your client once the Simulation begins. As the Simulation progresses, the representation will evolve from initial client engagement, to contract negotiation and drafting, and ultimately to dispute resolution through mediation.

This is not a doctrinal course. You are not being evaluated on memorization of black-letter law. You are being evaluated on **how you practice law**—how you communicate, how you exercise judgment, how you manage client expectations, and how you respond when facts are incomplete or uncomfortable.

Each section of students represents a different law firm and a different client involved in the same underlying commercial transaction. You should assume that:

- The other side is represented by competent counsel.
- Business pressures will often conflict with legal caution.
- Not every risk can be eliminated—only managed.

During the first two weeks of the Course, you will work closely with your firm's lead partner and your client to define the scope of the attorney-client relationship, identify the client's objectives, and begin formalizing the representation. Your first substantive task will be to draft an **Engagement Letter** that accurately reflects the scope, limits, and expectations of that representation.

As in real practice:

- You will not always be told the "right" answer.
- You will be expected to identify what information you need and how to obtain it.
- You will be required to manage difficult personalities professionally.

This Simulation is designed to feel realistic. At times, it may feel uncomfortable. That discomfort is intentional.

You are encouraged to ask questions—but you are also expected to exercise independent judgment.