BUSINESS LAWYERING
Chiappetta

A General Information handout and a Tentative Projects Calendar are available on the course website on the Willamette University WISE system (tab: Law 379 00 17/SP). There are NO required texts.

The Assignment for our first class (Monday 1.9) is below (it is also posted on the course website):

1. Make certain you can access and navigate the course website.

2. Read the General Information handout and Tentative Projects Calendar. The course is different than traditional substantive classes so spend some quality time considering the course learning objectives, our approach to accomplishing them and the investment it will take.

3. Write a short “Reflections” paper to turn in at the beginning of Monday’s class describing what makes a successful business lawyer; what that means about the knowledge and skills they need; how that knowledge and those skills are acquired; how that all relates to law school, the early years of practice and maximizing your position in a highly competitive legal services marketplace, both initially (looking for a job) and over time.

4. Start working on the first project based on the following:

Read the decision in Kraft v. Federal Trade Commission, 970 F.2d 311 (7th Cir. 1992).

Assume the following about the context: The above case was decided on Thursday, January 5, 2017 (so very recently rather than in 1992). The next day the Vice President of Marketing for U.S. Cheese and Dairy Group of the Kraft Heinz Company, Bernie Bast (his contact information is posted on the course website under “Resources”), fired the company’s outside litigation counsel and called me, Bernie’s law school friend and your supervising partner at Chiappetta & Associates located here in Salem, where you started your first full-time legal job on Friday, January 6, 2017 as a new associate (congratulations). Bernie wants the firm’s advice on how best to proceed. On the way out the door for the weekend I spotted you filling out your new employee paperwork and asked you to prepare a letter providing the requested advice. I said the final letter should be prepared for my signature and be ready to send out in the early afternoon (at 1:40 pm to be precise) on Wednesday January 11. We have scheduled a meeting for Monday afternoon, January 9, at 1:40 pm to discuss the firm, your job, expectations regarding your performance and, time permitting, any questions you may have on the project.

Assume the following in preparing the letter: You are not yet admitted to the bar. The defendant in the case is the merged Kraft Heinz Company; all the activity at issue in the case took place within the company’s U.S. Cheese and Dairy Group; and that Kraft Heinz
does not have any in-house counsel, so we are dealing directly and exclusively with the business people.