

Tina L. Stark
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Employment

Boston University School of Law, Boston, Massachusetts

Professor of the Practice of Law, July 2011 – present.

Emory University School of Law, Atlanta, Georgia

Professor in the Practice of Law and Executive Director of The Center for Transactional Law and Practice, August 2007 – June 2011.

Created integrated transactional skills curriculum. Supervise and coordinate all courses in the skills curriculum. Work extensively with adjuncts on creation of course materials. Mentor students in the Certificate Program. Run biennial, nationally-acclaimed conferences on transactional education. Teach series of transactionally-oriented CLE courses for the Georgia bar.

Wolters Kluwer Law & Business and Aspen Legal Education, Boston, Massachusetts

Consultant on Practice-Ready Teaching Materials, March 2011 – present.

Fordham University School of Law, New York, New York.

Adjunct Professor, July 1, 2006 – June 2007.

Visiting Clinical Associate Professor, January 1, 2006 – June 30, 2006.

Adjunct Professor, August 1998 – December 31, 2005.

Adjunct Associate Professor, January 1993 – August 1998.

BPP Law School, London, England.

Consultant, March 2005 – July 2006.

Hofstra University School of Law, Hempstead, New York.

Special Professor of Law, Spring 2004.

Stark Legal Education, Inc., New York, New York.

President, December 1993 - July 2007.

(Stark Legal Education, Inc. was formed under the name In-house Legal Education, Inc.)

Chadbourne & Parke LLP, New York, New York.

Partner, October 1988 - November 1993.

Extensive negotiating and drafting experience in connection with virtually all aspects of corporate practice, with particular emphasis on acquisitions and dispositions, recapitalizations, financing transactions (including representation of both borrowers and lenders), and general corporate counseling.

1990-1993, Co-coordinator of Chadbourne & Parke's Corporate Department and a member of the Firm's Professional Staff Committee.

Associate, February 1988 - October 1988.

Barrett Smith Schapiro Simon & Armstrong, New York, New York.

Associate, July 1982 - February 1988.

Judge Jacob D. Fuchsberg, New York State Court of Appeals.

Law Clerk, September 1980 - April 1982.

Irving Trust Company, New York, New York.

Representative in Corporate Lending, July 1975 - April 1977.

Education

New York University School of Law J.D., 1980.

Journal of International Law and Politics.

Contributing Editor, 1979-1980.

Staff Member, 1978-1979.

Brown University A.B., 1975.

Honors in English and American Literature.

Honors

Best Law Teacher – Chosen as one of 24 professors from a nationwide search to be included in the study *What the Best Law Teachers Do*

<http://washburnlaw.edu/bestlawteachers>

Publications

Transactional Education: What's Next? – Opening Remarks (June 24, 2010). Emory Public Law Research Paper No. 10-110; Emory Law and Economics Research Paper No. 10-70. Available at SSRN: <http://ssrn.com/abstract=1664488> (This article was in the top ten of two SSRN Journals.)

My Fantasy Curriculum and Other Almost Random Thoughts, Transactions: Tenn. J. Bus. L. (Special Report) 3 (2009). (When first published in the SSRN, this article was in the top 10 of three SSRN Journals.)

Tina L. Stark and George W. Kuney, Transactional Skills Training: Contract Drafting – The Basics, Transactions: Tenn. J. Bus. L. (Special Report) 139 (2009).

Transactions: The Tennessee Journal of Business Law published the entire proceedings of Emory's 2008 Conference, *Teaching Drafting and Transactional Skills: The Basics and Beyond*.

Transactional Training Resource Guide (August 17, 2009). Emory Law and Economics Research Paper No. 9-44. Available at SSRN: <http://ssrn.com/abstract=1456543>. (When first published, the Resource Guide was in the top 10 of three SSRN Journals.)

Drafting Contracts: How and Why Lawyers Do What They Do, Aspen Publishers, Inc. (2007). (More than 80 professors have adopted this textbook in the 3 years since its publication.)

Nonbinding Opinion: Another view on representations and warranties, 15 Business Law Today 8 (Jan./Feb. 2006).

Natural Resources: Help is here for transactional training, 15 Business Law Today 49 (Jan./Feb. 2006). (This is a partial bibliography of materials available for teaching transactional skills. The full bibliography can be viewed at www.starklegaled.com.)

A Business Education for Business Lawyers, Program Materials, Spring 2005 Meeting of the ABA Section of Business Law.

Drafting the Consideration Provision of a Contract, 51 The Practical Lawyer 11 (February 2005).

Those Boilerplate Provisions at the End of the Contract – Fine Print, Big Deal, Probate & Property 55 (January/February 2005).

Thinking Like A Deal Lawyer, 54 Journal of Legal Education 223 (June 2004).

Negotiating and Drafting Contract Boilerplate, Editor-in-chief and co-author, chapters 1-3, American Lawyer Media (2003).

Training Junior Transactional Associates – Third and Fourth Years, The ALI-ABA Insider 1 (Summer 2003).

Training Junior Transactional Associates – First and Second Years, The ALI-ABA Insider 2 (Winter - Spring 2003).

Training Junior Transactional Associates, presented at The 2002 Professional Development Institute, co-sponsored by NALP and ALI-ABA.

Thinking Like a Deal Lawyer, presented at the ABA Annual Meeting 2001, August 5, 2001, before the Section on Legal Education and Admissions to the Bar.

Review: Conducting a Due Diligence Review, 9 The AILTO Insider 3 (Winter - Spring 1995).

Introduction to Financial Statements, in Accounting for Lawyers 1995: Using Financial Data in Your Legal Practice (PLI Commercial Law and Practice Course Handbook Series No. A-730) (co-authored with Terry Lloyd).

The Balance Sheet: Stockholders' Equity, in Accounting for Lawyers 1995: Using Financial Data in Your Legal Practice (PLI Commercial Law and Practice Course Handbook Series No. A-730).

Financial Language in Legal Documents, in Accounting for Lawyers 1995: Using Financial Data in Your Legal Practice (PLI Commercial Law and Practice Course Handbook Series No. A-730).

Works in Progress

A Handbook for Contract Drafting (a treatise to be published in 2012 by American Lawyer Media).

What's in a Name?

Conducting a Due Diligence Review – revised edition (first edition by another author). Anticipated completion, Winter 2012.

Service to Emory

Member, Transactional Law Committee

Member, Transactional Law Task Force

Member, Field Placement and Clinical Committee

Member, Strategic Initiatives Committee

Faculty Advisor, Corporate and Business Law Society

Group Leader, Professionalism Program for First-year Students

Coach

ACC Hot Seat Tournament. "ACC" is the acronym for the Association of Corporate Counsel. Their first contest for Georgia law schools was Fall 2009. The Emory student placed third.

The First Annual Transactional Lawyering Meet. Hosted by The Program in Business & Entrepreneurship Law at the Earle Mack School of Law at Drexel University. Emory was one of only ten schools invited to participate.

The Second Annual Transactional Lawyering Meet. Hosted by The Program in Business & Entrepreneurship Law at the Earle Mack School of Law at Drexel University. The Emory team placed third out of 30 teams.

Selected Professional Activities

Association of American Law Schools – Organizer of the Provisional Section on Transactional Law and Skills. Organizational meeting held at the 2011 AALS Annual Meeting. Proposed as first Chair of the Section.

Southeast Business Tax Forum, Member of the Advisory Board, January 2008 – April 2011.

American Bar Foundation, Fellow, 2007 – present.

American Bar Association, Co-chair of the Committee on Business Law Education of the ABA Section of Business Law, August 2006 to August 2009. Vice Chair, June 2005 – August 2006.

The Association of the Bar of the City of New York, Ex-officio member of the Standing Committee on Legal Education and Admission to the Bar, 1997 - 1999; Member of the Standing Committee on Legal Education and Admission to the Bar, 1994 – 1997.

Professional Development Consortium, Member, 1993 - 2007. PDC members are partners and professional development directors from law firms and corporations in the United States, Canada, and England.

The Professional Education Project, Member by appointment of Chief Judge Judith S. Kaye, 1994 - 1996. The Professional Education Project, chaired by Justice Joseph P. Sullivan, studied the legal education continuum in

New York State and recommended, among other things, that continuing legal education become mandatory for all lawyers admitted in the State of New York.

Conferences, Lectures, Panels, and Faculty Colloquia

- July 2011 *Speaker, Teaching Skills to First-Year Students*, Southeastern Association of Law Schools, 2011 Annual Meeting (scheduled).
- May 2011 *Keynote, Adding Value to the Deal: A Five-Prong Framework for Identifying Business Issues in Contracts*, Second Annual Empire State Legal Writing Conference.
- May 2011 *Speaker, Endgame Provisions: Not for the Faint of Heart*. Second Annual Empire State Legal Writing Conference.
- April 2011 *Co-presenter. A Transactional Skills Curriculum for a New Century: The Need to Incorporate Practical Business and Transactional Skills Training into the Curricula of America's Law Schools*, Future Ed Conference 3, co-sponsored by Harvard Law School and New York Law School.
- February 2011 *Speaker, Introducing Business Issues to the 1L Contracts Course*, 6th Annual International Conference on Contracts.
- November 2010 *Speaker and Moderator. Creating a Transactional Skills Program: A Series of Courses for Practicing Attorneys*, New York State Continuing Legal Education Board Accredited Provider Conference.
- October 2010 Faculty Colloquium, Boston University School of Law.
- October 2010 *Speaker, Professional Development Proposals*, FutureEd 2: Making Global Lawyers for the 21st Century, conference co-sponsored by Harvard Law School and New York Law School.
- June 2010 *Sole speaker. Contract Analysis: A Critical Contract Drafting Skill*, 14th Biennial Conference of the Legal Writing Institute.
- June 2010 *Chair*, Emory Conference – *Transactional Education: What's Next?* – June 4 and 5, 2010.
- June 2010 *Sole speaker, Opening Remarks -- Transactional Education: What's Next?* – Emory Conference, *Transactional Education: What's Next?*
- June 2010 *Speaker, Contract Drafting: A Prerequisite to Teaching Transactional Negotiation*, Emory Conference, *Transactional Education: What's Next?*

April 2010 *Chair and speaker. 2010 Institute for the Young Business Lawyer. Contract Drafting and the Deal. 2010 Spring Meeting of the ABA Section of Business Law.*

March 2010 *Speaker, Teaching Transactional Lawyering Today. Earle Mack School of Law, Drexel University.*

February 2010 *Speaker, Teaching Students from the Deal Lawyer's Perspective. 2010 Spring Conference on Contracts.*

February 2010 *Sole speaker. Drafting Boilerplate Provisions: Fine Print, BIG DEAL. ALI-ABA, video webcast.*

November 2009 *Keynote speaker. Boilerplate Provisions: Fine Print, Big Deal. Advanced Contract Issues for In-House Counsel. Minnesota CLE.*

November 2009 *Sole speaker. The Five Key Contract Concepts: The Foundation of Drafting. ALI-ABA, video webcast.*

October 2009 *Faculty Colloquium, Salmon P. Chase College of Law, Northern Kentucky University*

October 2009 *Faculty Colloquium, Suffolk University Law School.*

September 2009 *Speaker. The New New Deal: Transactional Skills for a Changing Environment. National Conference for the Minority Lawyer, American Bar Association.*

August 2009 *Speaker. Seamlessly Integrating Doctrinal Learning into Skills Courses. Southeastern Association of Law Schools, 62nd Annual Meeting.*

July 2009 *Co-chair and speaker. How to Draft Clearly and Avoid Ambiguity. 2009 Annual Meeting of the American Bar Association.*

July 2009 *Chair and speaker. A Whirlwind Tour through an Acquisition Agreement. 2009 Annual Meeting of the American Bar Association.*

June 2009 *Speaker. Integrating Transactional Law into the Traditional Courses. AALS Mid-Year Meeting: Workshop on Transactional Law.*

June 2009 *Chair and moderator. Creating and Managing CLE Programs for Global Organizations. Global Legal Skills Conference IV at Georgetown University Law Center.*

- May 2009 *Sole speaker. Contract Drafting Essentials: Keys to Crafting Even the Most Difficult Contract.* National Constitution Center (audiocast).
- May 2009 *Professionalism in Business Transactions.* Taxation of Business Transactions Conference, sponsored by the Southeast Business Tax Forum.
- December 2008 *Speaker. Practice Meets Pedagogy: Views from the Bench, Bar and Academy on Law School Graduates' Research and Writing Skills.* St. John's University School of Law.
- November 2008 *Moderator and speaker. Getting the Business Deal into the Contract: Choosing the Right Words.* American Bar Association Audio Webcast.
- October 2008 Faculty Colloquium, Temple University Beasley School of Law.
- August 2008 *Co-chair and co-moderator. Law Students and Practitioners – Students Showing What They Know and Practitioners Teaching What They Know.* 2008 Annual Meeting of the American Bar Association.
- August 2008 *Moderator and speaker. Getting the Business Deal into the Contract: Choosing the Right Words.* 2008 Annual Meeting of the American Bar Association.
- July 2008 *Speaker. Teaching Transactional Law and Practice Skills: Pitfalls and Proven Strategies.* Southeastern Association of Law Schools, 61st Annual Meeting.
- May 2008 *Chair of the Steering Committee.* Conference: Teaching Drafting and Transactional Skills: The Basics and Beyond, sponsored by the Emory Center for Law and Transactional Practice. (May 30 and 31, 2008).
- May 2008 *Opening Remarks. My Fantasy Curriculum and Other Almost Random Thoughts.* Conference: Teaching Drafting and Transactional Skills: The Basics and Beyond, sponsored by the Emory Center for Law and Transactional Practice. (May 30 and 31, 2008).
- May 2008 *Chair and co-speaker. Transactional Skills Training: Contract Drafting – The Basics.* Conference: Teaching Drafting and Transactional Skills: The Basics and Beyond, sponsored by the Emory Center for Law and Transactional Practice. (May 30 and 31, 2008).

- April 2008 *Chair and speaker. 5th Annual Institute for the Young Business Lawyer. Contract Drafting and the Deal. 2008 Spring Meeting of the ABA Section of Business Law.*
- April 2008 *Speaker. Drafting Boilerplate, sponsored by the Tennessee Bar Association.*
- January 2008 *Speaker. "Fair Value" GAAP Accounting: The Implication of New Rules, sponsored by PLI.*
- August 2007 *Speaker. Traps for the Unwary: Understanding the Unintended Consequences of Boilerplate Provisions in M&A Agreements. 2007 Annual Meeting of the American Bar Association.*
- August 2007 *Co-chair and speaker. Legal Writing for Business and Transactional Lawyers: A Conversation Between Practitioners and Professors. 2007 Annual Meeting of the American Bar Association.*
- March 2007 *Chair and speaker. Institute for the Young Business Lawyer. Contract Drafting Program. 2007 Spring Meeting of the ABA Section of Business Law.*
- March 2007 *Co-chair and speaker. The Big Deal about the Fine Print: Negotiating and Drafting Contract Boilerplate. 2007 Spring Meeting of the ABA Section of Business Law.*
- March 2007 *Organizer and moderator. So You Want to be an Adjunct! 2007 Spring Meeting of the ABA Section of Business Law.*
- August 2006 *Speaker. Real Writing for Real Lawyers: Training Business Lawyers to Draft. 2006 ABA Annual Meeting. Co-sponsored by the Committee on Business Law Education and the Ad Hoc Committee on Law School Initiatives.*
- July 2006 *Speaker. Ethics of Drafting Agreements. 2006 Municipal Law Institute. PLI.*
- July 2005 *Co-organizer. Teaching Contract Drafting. Sponsored by Northwestern University School of Law. (This was the second national conference on contract drafting since the early 1950's.)
Co-speaker. The Nuts and Bolts of Contract Drafting.
Co-speaker. Drafting Rules, Adding Value to the Deal, and Ethical Issues in Contract Drafting.*
- June 2005 *Presentation to professors of New York University School of Law on how to teach contract drafting.*

- March 2005 *Speaker. Putting "Business" Into the Education of Business Lawyers.* Spring 2005 Meeting of the ABA Section of Business Law. Sponsored by the Committee on Business Law Education, a committee of the Section of Business Law.
- December 2004 *Planning Committee,* Professional Development Institute 2004.
- November 2004 *Lead Instructor. Commercial Legal Drafting Workshop.* Sponsored by Osgoode Hall Law School of York University. Toronto, Canada (approximately annually 1997- 2004).
- October 2004 *Speaker. Those Boilerplate Provisions at the End of the Contract – Fine Print, Big Deal!* Sponsored by the Fifth Annual Business Law Symposium, New Jersey Institute for Continuing Legal Education.
- September 2003 Faculty Colloquium: Presentation to professors of Emory University School of Law and John Marshall Law School on how to teach contract drafting.
- May 2003 *Speaker. Turning the Business Deal into a Contract.* Bridge the Gap Program. Sponsored by the Association of the Bar of the City of New York.
- January 2003 *Speaker. Ethics for Negotiating Lawyers.* CPR Institute for Dispute Resolution 2003 Annual Meeting.
- December 2002 *Speaker. Investing in New Talent: Designing Training for Junior Associates.* The 2002 Professional Development Institute. Co-sponsored by NALP and ALI-ABA.
- September 2002 Faculty Colloquium: Nottingham Law School, Nottingham, England, on how to teach drafting.
- September 2002 *Speaker. Training Lawyers for Business.* Sponsored by Nottingham Law School. London, England.
- June 2002 *Co-chair and speaker. Financial Statement Concepts in Credit Agreements.* Sponsored by the Association of the Bar of the City of New York.
- August 2001 *Speaker. How Can Law Schools Better Teach the Skills Needed by Transactional Lawyers and Business Litigators?* ABA Annual Meeting 2001. Sponsored by the Section on Legal Education and Admissions to the Bar.

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| March 2000 | <i>Speaker. Training Business Lawyers.</i> Spring 2000 Meeting of the ABA Section of Business Law. Sponsored by the Business Law Education Committee of the Section of Business Law. |
| June 1999 | <i>Chair and speaker, The Ethics of Negotiating and Drafting Contracts.</i> Sponsored by the ABA 25 th National Conference on Professional Responsibility. |
| August 1998 | <i>Speaker. Training Lawyers to Draft Contracts, Memos and Letters from a Business Perspective.</i> ABA Annual Meeting. Sponsored by the Business Law Education Committee of the Section of Business Law. |
| December 1997 | <i>Speaker. Drafting Corporate Agreements.</i> Sponsored by PLI. |
| October 1997 | <i>Speaker. Accounting for Lawyers: Using Financial Data in Legal Practice.</i> Sponsored by PLI. |
| April 1997 | <i>Sole Speaker. The Business Deal and the Contract: How to Draft More Effective Contracts and Add Value to the Deal.</i> Sponsored by ALI-ABA. |
| February 1997 | <i>Speaker. Figuring Out the Deal.</i> Sponsored by PLI. |
| December 1996 | <i>Speaker. Drafting Corporate Agreements.</i> Sponsored by PLI. |
| November 1996 | <i>Co-chair and speaker. Accounting for Lawyers: Using Financial Data in Legal Practice.</i> Sponsored by PLI. |
| June 1996 | <i>Speaker. Due Diligence Investigations: A Workshop for Transactional Lawyers.</i> Co-sponsored by PLI, ALI-ABA, and Continuing Education of the Bar (California). |
| December 1995 | <i>Speaker. Drafting Corporate Agreements.</i> Sponsored by PLI. |
| November 1995 | <i>Co-chair and speaker. Accounting for Lawyers: Using Financial Data in Legal Practice.</i> Sponsored by PLI. |
| August 1995 | <i>Speaker. What Every Law Student Needs to Know about Business Law before Graduating.</i> ABA Annual Meeting. Sponsored by the Business Law Education Committee of the Section of Business Law. |
| August 1995 | <i>Speaker. What Every Successful Lawyer Needs to Know about Accounting.</i> Sponsored by PLI. |
| December 1994 | <i>Co-chair and speaker. Accounting for Lawyers: Using Financial Data in Legal Practice.</i> Sponsored by PLI. |

- August 1994 *Speaker. Accounting for Lawyers.* Sponsored by PLI.
- November 1993 *Speaker. Accounting for Lawyers: Using Financial Data in Legal Practice.* Sponsored by PLI.
- March 1993 *Sole speaker. How to Teach Drafting to Corporate Lawyers.* Presented to the Professional Development Consortium, Toronto, Canada.
- April 1992 *Speaker. Understanding Financial Statements - Accounting for Lawyers.* Sponsored by PLI.
- March 1992 *Speaker. Traps and Treasures in Financial Statements.* Aired on Court TV's *In Practice*. Produced by Ernst & Young.
- March 1992 *Speaker. Developing Better Professional Writing for the Practice of Law.* Sponsored by SCRIBES in cooperation with the American Bar Association's Committee on Legal Writing, Eighth Legal Writing Conference.
- October 1991 *Speaker. Women in Law Firms: From Associate to Partner.* Sponsored by New York University School of Law.
- October 1991 *Speaker. Getting Down to Business - Preparing Students for the Competitive Business World.* Sponsored by the American Association for Paralegal Education, 1991 Annual Conference.
- June 1990 *Speaker. Training the Trainers: How to Orient, Develop and Evaluate Your Associates.* Sponsored by Magness & Wehmann.