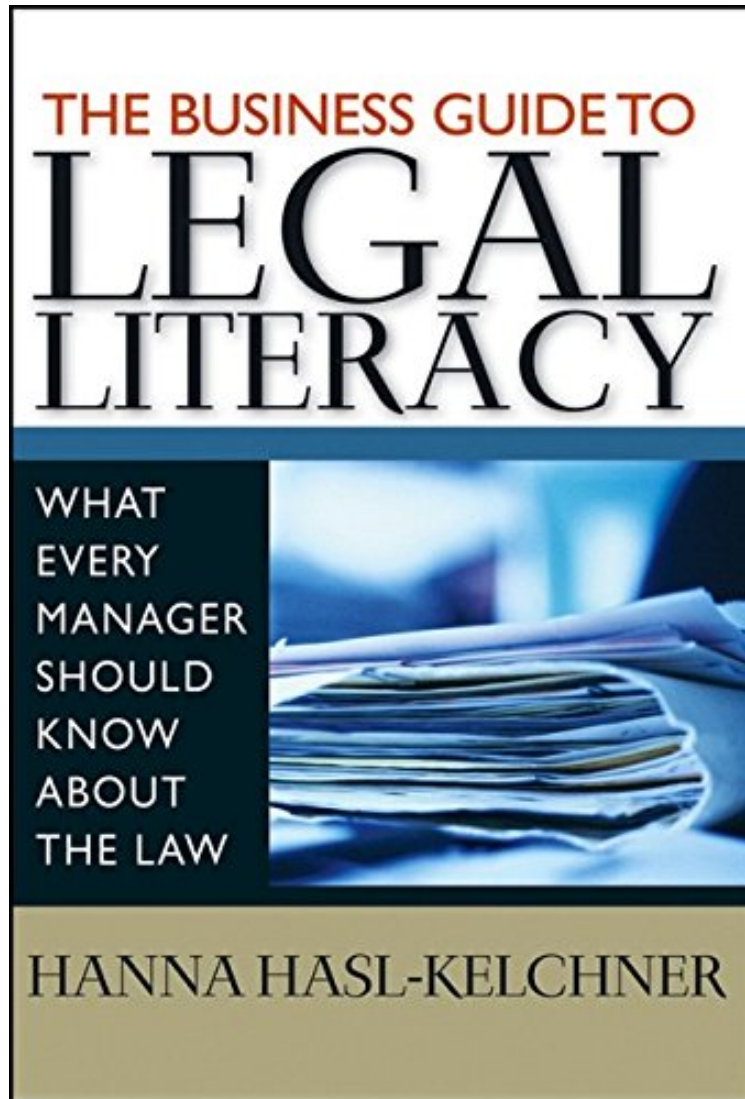


The Business Guide to Legal Literacy: What Every Manager Should Know About the Law

Hanna Hasl-Kelchner

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Hanna Hasl-Kelchner : The Business Guide to Legal Literacy: What Every Manager Should Know About the Law before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Business Guide to Legal Literacy: What Every Manager Should Know About the Law:

0 of 0 people found the following review helpful. Every manager AND lawyer needs this book! By David J. Spellman This is a brilliant book and needs to be atop the credenza, within easy reach, of every business executive, manager, AND lawyer in America. The author combines all the best cutting-edge management research available with

a superb summary of the current state of the law and she provides a synthesis to help your bottom line. You will learn many practical, step-by-step strategies to seize opportunities, manage risk, and optimize your returns...all by doing the right things in the right ways for the right reasons. [I hope the Enron guys read this book in the prison library!!!]. Every page contains superb advice for Fortune 500 entities as well as start-ups. For the record I am a lawyer with an LL.M in Tax Law and 29 years of experience in law firms and as a General Counsel. If you only have time to read one book about the interplay of management and the law: this is THE book. 0 of 0 people found the following review helpful. Great read By Gene It has a lot of examples of pit falls that maybe you can avoid. I would recommend this as a must read for people managers 0 of 0 people found the following review helpful. The Business Guide to Legal Literacy: What Every Manager Should Know About the Law By A. Kimrey This book provides a refreshing perspective of the legal pitfalls that face business managers, sales personnel or anyone within an organization who maintains contact with their customers. The discussion of smoking guns gives clear and concise examples of what not to say or write and provides a means to develop competent communication both with the customer and internal to the company without the "litigation lightning rods" that can happen in our fast-paced business world. This is a must read for business majors entering the workplace, as well as all sales and business managers. The writer has a sense of humor which keeps you turning the page.

The Business Guide to Legal Literacy bridges the gap between law and business by translating legalese into language that makes business sense and offers a new way to think about the law as a useful business tool. The book is filled with dozens of real-life examples that illustrate a step-by-step process for avoiding lawsuits and transforming potential business legal problems that threaten growth and profitability into opportunities for Building stronger business relationships Delivering sustainable shareholder value Improving competitive advantage Embedding compliance into the corporate culture to achieve organizational excellence This much-needed resource makes the connection between law, business, decision-making psychology, quality management, organizational change, and leadership and shows how these disciplines influence the company's legal risk profile. It tackles legal literacy on both the employee and organizational levels and identifies the infrastructure needed to support legal literacy and promote effective communications throughout the organization.

"Anyone who is serious about business ethics needs to understand the law. Hasl-Kelchner provides a clear roadmap for business people to understand how to do the right thing." Steve Odland, chairman and CEO, Office Depot and chairman, Business Roundtable Corporate Governance Task Force "At last, a book that demystifies the relationship between business and the law . . . I found it easy to read and full of real-life examples. The Business Guide to Legal Literacy should be required reading for every business manager." Gary Krall, chief operations officer, BioSignia, Inc. "As a small business owner without corporate counsel I've used Hanna's rubrics to avoid pitfalls and maximize opportunities. Her use of cases, related conversationally instead of legalistically, drives the legal points deep into long-term memory." Tamela M. Rich, managing member, Thor Industrial Services, LLC From the Inside Flap Business managers who don't understand the legal playing field risk running afoul of the law and creating unnecessary and expensive problems. Ignorance can also rob companies of opportunities for a competitive edge. The Business Guide to Legal Literacy bridges the gap between law and business by translating legalese into language that makes business sense and offers a new way to think about the law as a useful business tool. The book is filled with dozens of real-life examples that illustrate a step-by-step process for avoiding lawsuits and transforming potential business legal problems that threaten growth and profitability into opportunities for: Building stronger business relationships Delivering sustainable shareholder value Improving competitive advantage Embedding compliance into the corporate culture to achieve organizational excellence This much-needed resource makes the connection between law, business, decision-making psychology, quality management, organizational change, and leadership, and shows how these disciplines influence the company's legal risk profile. It tackles legal literacy on both the employee and organizational levels and identifies the infrastructure needed to support legal literacy and promote effective communications throughout the organization. This groundbreaking book concludes with an impressive Appendix filled with reference tools for the line manager, including a legal primer, lessons from Sarbanes-Oxley, and an inside look at the federal guidelines used by prosecutors to decide whether to criminally indict a company or its management. From the Back Cover Praise for The Business Guide to Legal Literacy "Anyone who is serious about business ethics needs to understand the law. Hasl-Kelchner provides a clear roadmap for business people to understand how to do the right thing." Steve Odland, chairman and CEO, Office Depot, and chairman, Business Roundtable Corporate Governance Task Force "At last, a book that demystifies the relationship between business and the law. I found it easy to read and full of real-life examples. The Business Guide to Legal Literacy should be required reading for every business manager." Gary Krall, chief operations officer, BioSignia, Inc. "As a small business owner without corporate counsel I've used Hanna's rubrics to avoid pitfalls and maximize opportunities. Her use of cases, related conversationally instead of legalistically, drives the legal points deep into long-term memory." Tamela M. Rich, managing member, Thor Industrial Services, LLC "Hanna Hasl-Kelchner has developed a straightforward and easily understandable

approach to legal problems in the business context. She answers a number of critical questions. This work is successful because, in a number of unique and creative ways, it bridges the communication gap that sometimes exists between lawyers and their corporate clients." Larry D. Thompson, senior vice president government affairs, general counsel and secretary, PepsiCo, Inc., and former deputy general counsel, U.S. Department of Justice