For the First Class, please read the materials listed. They are available on-line, on Blackboard, or in Suite 314, from Danielle Scugoza.

Class One: Tuesday, January 10th:

-Overview of Course
-Value Creation in Real Estate Deals

Readings:

- Excerpt from Robert H. Mnookin, Scott R. Peppet & Andrew S. Tulumello, Beyond Winning (2000) (Chapter 1, pp. 11-43);
- Excerpt from Ron Gilson, Value Creation by Business Lawyers: Legal Skills and Asset Pricing, 94 Yale L.J. 239 (1984) [read pages 239 through 255 for this class; we’ll read the remainder later].