Transactions: The Tennessee Journal of Business Law is published semi-annually and edited by students of the University of Tennessee College of Law. The publisher is The Tennessee Journal of Business Law, Inc., c/o The Clayton Center for Entrepreneurial Law, 1505 W. Cumberland Ave., Knoxville, Tennessee 37996-1810. All claims of non-receipt of an issue should be made within six months of the date of publication if claimant wishes to avoid paying for the missing issue. To order back issues, contact William S. Hein & Co., Inc. at 2350 North Forest Road, Getzville, New York 14068, or call toll free at (800) 828-7571. POSTMASTER: Send address changes to: Transactions: The Tennessee Journal of Business Law, c/o The Clayton Center for Entrepreneurial Law, 1505 W. Cumberland Ave., Knoxville, Tennessee 37996-1810. The journal is available free online and print editions may be ordered at http://trace.tennessee.edu/transactions.

The preferred Bluebook abbreviation for the journal title is TENN. J. BUS. L.
COLLEGE OF LAW

UNIVERSITY ADMINISTRATION

JOE DIPIETRO, B.A., M.A., M.D. ................................................................. President
JIMMY G. CHEEK, B.S., M.Ed., Ph.D. ......................................................... Chancellor

COLLEGE OF LAW ADMINISTRATION

MELANIE D. WILSON, B.A., J.D. ................................................................. Dean and Lindsay Young Distinguished Professor of Law
ALEX B. LONG, B.A., J.D. ........................................................................ Associate Dean for Academic Affairs and Doug Blaze Distinguished Professor of Law
GREGORY M. STEIN, A.B., J.D. ................................................................. Associate Dean for Faculty Development and Woof, McClane, Bright, Allen & Carpenter Distinguished Professor of Law
SCOTT CHILDS, B.S., J.D., M.L.S. ............................................................... Associate Dean for Faculty Development and Woolf, McClane, Bright, Allen & Carpenter Distinguished Professor of Law
KATRICE J. MORGAN, B.A., J.D. ............................................................... Assistant Dean for Student Affairs
VALORIE VOJDIK, A.B., J.D. ................................................................. Director of Clinical Programs and Professor of Law
PENNY J. WHITE, B.S., J.D., LL.M. ............................................................... Director of the Center for Advocacy and Elvin E. Overton Distinguished Professor of Law
GEORGE W. KUNEEY, B.A., J.D., M.B.A. ...................................................... Director of the Clayton Center for Entrepreneurial Law and Lindsay Young Distinguished Professor of Law
REBA A. BEST, B.S., M.L.S. ....................................................................... Associate Director of the Law Library and Professor
HOWIE AVERY, B.S., M.Ed. ......................................................................... Director of Development
R.G. SMITHSON, B.S., M.S. ........................................................................... Director of Public Affairs
TERESA L. PETERSON, B.S. ....................................................................... Budget Director
MARY ANN JAMES .................................................................................... Human Resources and Administration Manager

COLLEGE OF LAW FACULTY

DWIGHT L. AARONS, B.A., J.D., Associate Professor of Law
BRAD AREHEART, B.A., J.D., Associate Professor of Law and Wilkinson Junior Research Professor for 2016
WENDY A. BACH, B.A., M.A., J.D., Associate Professor of Law
BENJAMIN H. BARTON, B.A., J.D., Helen & Charles Lackett Distinguished Professor of Law
TERI D. BAXTER, B.A., J.D., Associate Dean for Faculty Development and Professor of Law
DOUG BLAZE
Art Stohlitz & Elvin E. Overton Distinguished Professor of Law and Director of the Institute for Professional Leadership
ROBERT C. BLITT, B.A., M.A., J.D., LL.M., Associate Professor of Law
ZACK BUCK
Assistant Professor of Law
SCOTT CHILDS
Professor and Associate Dean for Library & Technology Services
CAROL M. COLLINS, B.A., M.S., Head of Technical Services and Associate Professor
JUDY M. CORNETT, B.A., J.D., M.A., Ph.D., College of Law Distinguished Professor of Law
MICHELLE COSBY
Associate Professor and Associate Director of The Law Library
ELIZA FINK
Assistant Professor and Digital Resources &
Services Librarian
IRIS J. GOODWIN, A.B., Ph.D., J.D.,
Associate Professor of Law
JOAN MACLEOD HEMINWAY, A.B., J.D.,
Rick Rose Distinguished Professor of Law
MICHAEL J. HIGDON, B.A., M.A., J.D.,
Associate Professor of Law and Director of Legal Writing
BECKY L. JACOBS, B.S., J.D.,
Waller Lansden Distinguished Professor of Law
LUCY JEWEL, B.A., J.D.,
Associate Professor of Law
BRIAN KRUMM, B.A., M.P.A., J.D.,
Associate Professor of Law

Professor of Law
KRIS ANNE TOBIN, B.S., J.D., L.L.M.,
M.L.I.S.,
Reference Librarian and Assistant Professor
VALERIE VOJDIK
Walter Lansden Distinguished Professor of Law
DAVID WOLITZ, B.A., J.D.,
Associate Professor of Law
JINGWEI ZHANG
Assistant Professor and Reference/Instructional
Services Librarian

RETIRED FACULTY

GARY L. ANDERSON, S.B., J.D., L.L.M.,
Associate Professor of Law
FRANCES LEE ANSLEY, B.A., J.D., L.L.M.,
College of Law Distinguished Professor of Law
WILLIAM J. BEINTEMA, B.B.A., J.D., M.S.L.S.,
Director of the Law Library and Associate Professor
JERRY P. BLACK, JR., B.A., J.D.,
Associate Professor of Law
NEIL P. COHEN, B.A., J.D., L.L.M.,
UTK Distinguished Service Professor of Law and
W.P. Toms Professor of Law
JOSEPH G. COOK, A.B., J.D., L.L.M.,
Williford Craig Distinguished Professor of Law
THOMAS Y. DAVIES, B.A., M.A., J.D., Ph.D.,
Elvin E. Overton Distinguished Professor of Law
GRAYFRED B. GRAY, B.A., J.D.,
Associate Professor of Law
PATRICK HARDIN, B.A., J.D.,
W. Allen Separk Distinguished Professor of Law
AMY MORRIS HESS, B.A., J.D.,
UTK Distinguished Service Professor and
Waller Lansden Dortch & Davis
Williford Craig Distinguished Professor of Law
JOSEPH H. KING, JR., B.A., J.D.,
Walter W. Bussart and
UTK Distinguished Professor of Law
ROBERT M. LLOYD, B.S.E., J.D.,
Lindsay Young Distinguished Professor of Law
D. CHERYN PICQUET, B.A., M.S.L.S.,
Professor
CARL A PIERCE, B.A., J.D.,
W. Allen Separk Distinguished Professor of Law
OTIS H. STEPHENS, A.B., M.A., Ph.D., J.D.,
Alumni Distinguished Service Professor of Political Science
JOHN L. SOBIESKI, JR., B.S., J.D.,
Lindsay Young Distinguished Professor of Law
PAULETTE J. WILLIAMS, B.A., J.D.,
Associate Professor of Law
RICHARD S. WIRTZ, B.A., M.P.A., J.D.,
Elvin E. Overton Distinguished Professor of Law
# TRANSACTIONS
The Tennessee Journal of Business Law

<table>
<thead>
<tr>
<th>VOLUME 18</th>
<th>WINTER 2016</th>
<th>NUMBER 2</th>
</tr>
</thead>
</table>

## ARTICLES

<table>
<thead>
<tr>
<th>Title</th>
<th>Authors</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OPENING REMARKS</strong></td>
<td>Sue Payne &amp; Katherine Koops</td>
<td>333</td>
</tr>
<tr>
<td><strong>TEACHING DEAL SKILLS IN CONTRACTS AND CONTRACT DRAFTING COURSES</strong></td>
<td>Melinda Marbes &amp; Tina Stark</td>
<td>343</td>
</tr>
<tr>
<td><strong>EXPERIENTIAL LEARNING: SIMULATED CLIENT INTERVIEWS &amp; VIDEOS IN THE CLASSROOM</strong></td>
<td>Stacey Bowers, Shelley Dunck, &amp; Karl Okamoto</td>
<td>355</td>
</tr>
<tr>
<td><strong>IDENTIFYING AND TEACHING NON-TRADITIONAL TRANSACTIONAL SKILLS</strong></td>
<td>Nicole G. Iannarone, Benjamin P. Edwards, &amp; Kevin Conboy</td>
<td>381</td>
</tr>
<tr>
<td><strong>FRESH APPROACHES TO TEACHING TRANSACTIONAL DRAFTING</strong></td>
<td>Richard K. Neumann, Jr., J. Lyn Entrikin, &amp; Joan M. Heminway</td>
<td>399</td>
</tr>
<tr>
<td><strong>INTEGRATING TRANSACTIONAL SKILLS TRAINING INTO THE DOCTRINAL CURRICULUM</strong></td>
<td>Rachel Arnow-Richman, Barbara Lentz, &amp; Andrew Verstein</td>
<td>439</td>
</tr>
<tr>
<td><strong>SPECIFIC TRANSACTIONAL LAW PROGRAMS AND COURSES</strong></td>
<td>Jay Gary Finkelstein, David Gibbs, &amp; Todd Stark</td>
<td>471</td>
</tr>
<tr>
<td><strong>KEYNOTE: ENCOURAGING THIS PARTICULAR FORM OF (VERY FUN) MADNESS—ROLES FOR DEANS &amp; FACULTY MEMBERS</strong></td>
<td>Martin J. Katz &amp; Phoenix Cai</td>
<td>504</td>
</tr>
<tr>
<td><strong>ONLINE LEARNING AND TRANSACTIONAL SKILLS COURSES</strong></td>
<td>Celeste Hammond, Virginia Harding, &amp; Cynthia Adams</td>
<td>521</td>
</tr>
<tr>
<td><strong>TEACHING LAW STUDENTS ABOUT BUSINESS AND FINANCE</strong></td>
<td>Barbara Wagner &amp; Jonathan Brown</td>
<td>541</td>
</tr>
<tr>
<td><strong>DEAL SKILLS THROUGH SIMULATION: IMMERSION INTERSESSION OR SEMESTER-LONG COURSE</strong></td>
<td>Jillian Gautier, Vickie Germain Kobak, Katherine Koops, &amp; Jeff Alperin</td>
<td>573</td>
</tr>
<tr>
<td>Title</td>
<td>Authors</td>
<td>Page</td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>----------------------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>Assessment of Learning Outcomes in Transactional Skills Courses</td>
<td>Judy Rosenbaum, Carol Morgan, &amp; Carol Newman</td>
<td>600</td>
</tr>
<tr>
<td>Other Models for Teaching Transactional Law and Skills: Studio or Collaborative Workshop</td>
<td>Howard Katz, Alexander M. Meiklejohn, Lisa Oak, &amp; Robert A. White</td>
<td>622</td>
</tr>
<tr>
<td>Research Instruction and Resources in the Transactional Skills Classroom</td>
<td>Lori Johnson, Jeanne Frazier Price, &amp; Eric H. Franklin</td>
<td>641</td>
</tr>
<tr>
<td>Teaching Ethics &amp; Professionalism in the Business Transactional Law Settings</td>
<td>Seletha Butler, Ted Becker, &amp; Sue Payne</td>
<td>657</td>
</tr>
<tr>
<td>Challenges and Successes in Teaching Transactional Drafting</td>
<td>William (Will) Foster &amp; William (Bill) Delaney</td>
<td>677</td>
</tr>
</tbody>
</table>