

Good Deals Gone Bad for In-House Counsel: How In-House Counsel Need to Navigate Commercial Matters Headed for Litigation

February 13, 2024

Contract disputes with parties and third parties are common and even to be expected. Even the most carefully drafted and negotiated agreement can find itself the subject of sprawling litigation involving multiple parties, claims, counterclaims, and cross-claims.

Having a deliberate, strategic action plan to employ early on in a dispute or anticipated dispute can save a company significant time and expense in protracted litigation. A front-loaded, tailored approach often leads to the best result.

Member **Benjamin P. Lajoie** and Associate **Greg Scialabba** will present an In-House Connect Webinar, “Good Deals Gone Bad for In-House Counsel: How In-House Counsel Need to Navigate Commercial Matters Headed for Litigation,” on February 28, 2024. Benjamin and Greg will review strategic insights and tactical considerations to help resolve contract disputes and remedy good deals “gone bad.”

Discussion topics include:

- Underutilized techniques and considerations to increase leverage, value, and mitigate risk in pre-litigation and litigation disputes;
- Realistic assessments of risks, exposure, liability, and opportunity;
- Best practices when facing the threat of or potential need to file a lawsuit arising out of a business deal;
- Negotiation and structuring of settlements to resolve disputes and give peace of mind; and
- Special considerations to issues such as emergency injunctive relief, trade secrets, non-competes, affiliated entities, choice of law and venue, and addressing distrust or potential bankruptcy.

[Learn more.](#)

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