

## CONTENTS

<i>Annotated Contents</i>	<i>page</i> xiii
<i>Acknowledgments</i>	xxvii
<b>Introduction.</b> . . . . .	<b>1</b>
<b>1 Getting In: Contract Formation.</b> . . . . .	<b>11</b>
A. Handshakes and Feuds from Snapchat to Facebook	11
<i>Sufficient Definiteness: Urban Decay</i>	13
B. Gifts, Bargains, Reliance: Martin Luther King, Jr. and Boston University	14
<i>A Charitable Pledge</i>	17
<i>Estopping Aretha Franklin</i>	19
C. Ads or Offers: Pepsi and Harrier Jets	20
<i>“First Come, First Served”</i>	22
<i>Orders at the U.S. Mint</i>	23
<i>Jesting</i>	23
D. Frolic or Acceptance: Boasts on “Dateline NBC”	24
<i>The Curious Carbolic Smoke Ball</i>	25
<i>The Hole in One</i>	27
<i>A YouTube Reward</i>	29
E. Offers: Comedians and Drunks	30
<i>Big Deal on a Diner Check</i>	31
F. Mutual Assent: Spyware and Secret Clauses	32
<i>Two Ships Peerless</i>	34
<i>Terms in a Box: “Rolling Contracts”</i>	35

viii	Contents
G. Assent, Acceptance, and Digital Terms of Use	37
<i>Carnival Cruise’s Bold Conditions</i>	39
<i>Facebook</i>	40
<i>Gogo</i>	41
H. Policies or Pacts: The Cleveland.com Blogger	43
<i>Mobil Coal’s Employee Handbook</i>	44
<i>Breaching Promises of Secrecy</i>	45
<b>2 Facing Limits: Unenforceable Bargains. . . . .</b>	<b>49</b>
A. Unconscionability: Gail Waters’s Annuity Swap	49
<i>Chasing Alaska Gold</i>	50
<i>Escaping Nazi Greece</i>	52
<i>The Christmas Dollar Joke</i>	54
B. Blackmail: Michael Jordan’s Paternity	55
<i>The Blackmail of David Letterman</i>	56
<i>Child Support</i>	57
C. Palimony: The Rapper 50 Cent	59
<i>Lee Marvin’s Lover</i>	61
D. Gambling: Octogenarian Powerball Sisters	63
E. Making Babies: Baby M, Baby Calvert	67
<b>3 Getting Out: Excuses and Termination . . . . .</b>	<b>73</b>
A. Mistake and Warranty: Madoff’s Ponzi Scheme	73
<i>The Forged Dime</i>	75
<i>The Fertile Cow</i>	77
<i>Laura’s Victory</i>	77
<i>The Fake Stradivarius</i>	78
B. Impossibility and Force Majeure: Donald Trump	81
<i>The Uninsurable Roller Rink</i>	83
C. Infancy: Craig Traylor of “Malcolm in the Middle”	85
D. Outrage: AIG’s Employee Bonuses	88
E. Embarrassment: The New York Mets and Citi Field	93
F. Pledge Agreements, Intent, and Change	96
<i>Princeton: Mutual Pyrrhic Victories in Court</i>	97
<i>Avery Fisher Hall: Mutual Gains from Contracting</i>	98

<b>Contents</b>	ix
<b>4 Paying Up: Remedies. . . . .</b>	<b>102</b>
A. Interests and Limits: Paris Hilton and “Pledge This!”	102
<i>“Clever Endeavor”</i>	104
<i>Vanessa Redgrave’s Losses</i>	105
<i>Jack Dempsey’s Breached Bout</i>	106
<i>Robert Reed’s English Misadventure</i>	107
B. Compensation: Paris Hilton and Hairtech	109
<i>The Hairy Hand</i>	110
<i>The Beatles’ Recordings</i>	111
C. Markets and Mitigation: Redskins Season Tickets	112
<i>The Bridge to Nowhere</i>	113
<i>Lost Volume Sellers</i>	114
<i>Shirley MacLaine’s “Bloomer Girl”</i>	116
D. Stated Remedies: Sprint’s Early Termination Fees	117
<i>The Delayed Mausoleum</i>	118
<i>Vanderbilt’s Traitorous Football Coach</i>	119
E. Specific Performance: Tyson Chickens and IBP Pork	122
<i>A Unique Manhattan Billboard</i>	123
<b>5 Rewinding: Restitution and Unjust Enrichment . . . . .</b>	<b>127</b>
A. Gratuity or Exchange: Caring for Aunt Frances	127
<i>Bascom’s Folly</i>	128
<i>Emergency Surgery</i>	129
B. Mere Volunteers: Battling Alaskan Beetles	131
<i>The Plagiarism Informant</i>	132
C. Trailing Promises: Lena Saves Lee’s Life	133
<i>The Heroic Lumberman</i>	135
<i>An Escaped Bull</i>	136
D. Novel Ideas: The Making of “The Sopranos”	136
E. Off-Contract Remedies: Rod Stewart at the Rio	140
<b>6 Writing It Down: Interpretation, Parol, Frauds . . . . .</b>	<b>144</b>
A. Plain Meaning I: Eminem’s Digital Records	144
B. Plain Meaning II: Dan Rather’s Last Broadcast	148
C. Parol Evidence: The Golden Globes	150

D.	The Unruliness of Words – and Numbers	155
	<i>WTC and 9/11: One Occurrence or Two?</i>	155
	<i>The Hobbit: One Film or Three?</i>	158
	<i>Howard Stern’s Audience: One Group or Two?</i>	160
E.	Scrivener’s Error: Who Owns the L.A. Dodgers?	163
	<i>The Fraudulent Architect</i>	165
	<i>The Erroneous Deed</i>	166
F.	Statute of Frauds: Cliff Dumas’s Phantom Radio Deal	167
	<i>Jane Fonda’s Luckless Agent</i>	169
	<i>Elizabeth Arden’s Fortunate Hire</i>	171
7	<b>Performing: Duties, Modification, Good Faith . . . . .</b>	175
A.	Implied Terms: Butch Lewis and Maya Angelou	175
	<i>Lucy, Lady Duff-Gordon</i>	177
B.	Express Terms: Clive Cussler’s Movie “Sahara”	179
	<i>TSM’s Tom Waits Recordings</i>	182
	<i>Lucy, Again</i>	183
C.	Unanticipated Circumstances: Deutsche Building	184
	<i>Unexpected Industrial Detritus</i>	187
	<i>Unexpected Landfill Needs</i>	188
	<i>The Salmon Fishermen’s Threat</i>	189
D.	Accord and Satisfaction: Lady Gaga	189
	<i>The Disputed Home Improvements</i>	192
E.	Adjustment: Conan and “The Tonight Show”	194
8	<b>Hedging: Conditions . . . . .</b>	199
A.	Interpretation and Effect: Kevin Costner’s Bison	199
	<i>An Aborted Vineyard Sale</i>	201
	<i>A Crop Insurance Caper</i>	202
B.	Order of Performance: Charlie Sheen and Warner	203
	<i>The Country Hotel Sale Bust</i>	206
	<i>The Four-Stage Construction</i>	207
C.	Partial or Total Breach: Sheen and Warner II	208
	<i>An Accidental Bulldozing</i>	209
D.	Waiver: Sheen and Warner III	211
	<i>The Imbibing Professor</i>	212

<b>Contents</b>	<b>xi</b>
E. Substantial Performance: Sandra Bullock’s Lake House	213
<i>The Wrong Plumbing Pipes</i>	216
<i>A Misplaced Living Room Wall</i>	217
<i>The Unrestored Peevyhouse Property</i>	218
<i>The Ungraded Gravel Lot</i>	218
<b>9 Considering Others: Third Parties and Society . . . . .</b>	<b>221</b>
A. Beneficiaries: Supply Chain Abuse at Wal-Mart	221
<i>A Sweatshop in Brooklyn</i>	224
B. Assignment: JP Morgan’s Cablevisión Loan	225
<i>Sally Beauty</i>	226
<i>Haagen-Dazs Ice Cream</i>	229
C. Interference: New England Patriots and StubHub	229
D. Torts: Katie Janeway’s Tragic Accident	233
<i>Amnesty for Ordinary Negligence</i>	234
<i>A Misleading Authorization</i>	236
<b>Conclusion . . . . .</b>	<b>240</b>
<i>Appendix A: Offering and Accepting</i>	243
<i>Appendix B: Buying and Selling Goods</i>	247
<i>Notes</i>	251
<i>Table of Cases</i>	275
<i>Index</i>	281