Contract Law

Contract Law

Rules, Cases, and Problems

Statutory Supplement

Selected and Edited by

Seth C. Oranburg

PROFESSOR
UNIVERSITY OF NEW HAMPSHIRE
FRANKLIN PIERCE SCHOOL OF LAW

DIRECTOR

PROGRAM ON ORGANIZATIONS, BUSINESS, AND MARKETS
CLASSICAL LIBERAL INSTITUTE
NYU SCHOOL OF LAW



Copyright © 2024 Seth C. Oranburg All Rights Reserved

ISBN 978-1-5310-3096-4 eISBN 978-1-5310-3097-1

Carolina Academic Press 700 Kent Street Durham, North Carolina 27701 (919) 489-7486 www.cap-press.com

Printed in the United States of America

Contents

Editor's Note	xxiii
Acknowledgments	xxv
Introduction	3
9A V.S.A. § 2-102—U.C.C. Scope (pre-2022 amendments)	4
N.H.R.S.A. 382-A § 2-102—U.C.C. Scope (post-2022 amendments)	6
Compare 9A V.S.A. § 2-102 with N.H.R.S.A. 382-A § 2-102	6
N.H.R.S.A. 382-A § 2-104—Definitions: "Merchant"; "Between Merchants"	7
N.H.R.S.A. 382-A § 2-105(1)—Definitions: "Goods"	8
N.H.R.S.A. 382-A § 1-201(b)—General Definitions: Agreement; Contract	9
Chapter 1 · What Is a Contract?	11
R. 2d Contracts § 1—Contract Defined	11
a. Other meanings.	11
b. Act and resulting legal relations.	11
c. Set of promises.	12
d. Operative acts other than promise.	12
e. Remedies.	12
f. Varieties of contracts.	13
g. "Binding promise."	13
R. 2d Contracts §2—Promise; Promisor; Promisee; Beneficiary	13
a. Acts and resulting relations.	13
b. Manifestation of intention.	14
c. Promise of action by third person; guaranty.	14
d. Promise of event beyond human control; warranty.	14
e. Illusory promises; mere statements of intention.	15
f. Opinions and predictions.	15
g. Promisee and beneficiary.	16
R. 2d Contracts § 3—Agreement Defined; Bargain Defined	17
a. Agreement distinguished from bargain.	17
b. Manifestation of assent.	17
c. Bargain distinguished from agreement.	17
d. Offer.	18
e. Contract distinguished from bargain.	18

vi CONTENTS

Chapter 2 · Capacity and Incapacity	19
R. 2d Contracts § 12—Capacity to Contract	19
a. Total and partial incapacity.	19
b. Types of incapacity.	20
c. Inability to manifest assent.	20
d. Married women.	20
e. Artificial persons.	20
f. Necessaries.	21
R. 2d Contracts § 13—Persons Affected by Guardianship	21
a. Rationale.	21
b. Non-contractual obligations.	21
c. Types of guardianship.	22
d. Termination of guardianship.	23
R. 2d Contracts § 14—Infants	23
a. Who are infants.	23
b. Obligations which are not voidable.	23
c. Restoration of consideration.	24
R. 2d Contracts § 15—Mental Illness or Defect	24
a. Rationale.	24
b. The standard of competency.	25
c. Proof of incompetency.	25
d. Operative effect of incompetency.	26
e. Effect of performance.	26
f. When avoidance is inequitable.	27
R. 2d Contracts §16—Intoxicated Persons	28
a. Rationale.	28
b. What contracts are voidable.	28
c. Ratification and avoidance.	29
Chapter 3 · Bargains	31
R. 2d Contracts § 17—Requirement of a Bargain	31
a. Formal contracts.	31
b. Bargains.	31
c. "Meeting of the minds."	31
d. "Sufficient consideration."	32
e. Informal contract without bargain.	32
R. 2d Contracts § 18—Manifestation of Mutual Assent	32
a. Manifestation of assent.	32
b. Assent by promise or performance.	33
c. Sham or jest.	33
R. 2d Contracts § 19—Conduct as Manifestation of Assent	33
a. Conduct other than words.	34
b. "Reason to know."	34

CONTENTS	vii	

c. Responsibility for unintended appearance of assent.	35
d. Voidable manifestations distinguished.	35
R. 2d Contracts § 20—Effect of Misunderstanding	36
a. Scope.	36
b. The need for interpretation.	36
c. Interpretation and agreement.	37
d. Error in expression.	37
R. 2d Contracts § 22(1)—Mode of Assent: Offer and Acceptance	39
a. The usual practice.	39
Chapter 4 · Offers	41
R. 2d Contracts § 24—Offer Defined	41
a. Offer as promise.	41
b. Proposal of contingent gift.	41
c. Offer as contract.	42
R. 2d Contracts § 25—Option Contracts	42
a. "Option."	42
b. The need for irrevocable offers.	43
c. Types of option contracts.	43
d. Effect of option contract.	43
N.H.R.S.A. 382-A § 2-205—Firm Offers	43
R. 2d Contracts § 26—Preliminary Negotiations	44
a. Interpretation of proposals for exchange.	44
b. Advertising.	44
c. Quotation of price.	45
d. Invitation of bids or other offers.	45
e. Written contract documents.	46
f. Preliminary manifestations as terms of later offer.	46
R. 2d Contracts § 33—Certainty	46
a. Certainty of terms.	47
b. Certainty in basis for remedy.	47
c. Preliminary negotiations.	48
d. Uncertain time of performance.	48
e. Indefinite price.	49
f. Other indefinite terms.	50
Chapter 5 · Termination of the Offer	51
R. 2d Contracts § 35—The Offeree's Power of Acceptance	51
a. "Duration of an offer."	51
b. Continuing power.	51
c. Creation of contract.	51
R. 2d Contracts § 36—Methods of Termination of the Power of Acceptance	52
a. Scope.	52

viii CONTENTS

	b. Conditions of acceptance.	52
	c. Impossibility and illegality.	52
R.	2d Contracts § 38—Rejection	53
	a. The probability of reliance.	53
	b. Contrary statement of offeror or offeree.	53
R.	2d Contracts § 39—Counter-Offers	54
	a. Counter-offer as rejection.	54
	b. Qualified acceptance, inquiry or separate offer.	55
	c. Contrary statement of offeror or offeree.	55
R.	. 2d Contracts § 41—Lapse of Time	56
	a. Specified time.	56
	b. Reasonable time.	56
	c. Time for acceptance by act; rewards.	56
	d. Direct negotiations.	57
	e. Offers made by mail or telegram.	57
	f. Speculative transactions.	58
R.	2d Contracts § 42—Revocation by Communication From Offeror	
	Received by Offeree	59
	a. Revocability of offers.	59
	b. Necessity that communication be received.	60
	c. Purported revocation after acceptance.	60
	d. What constitutes revocation.	60
R.	2d Contracts § 43—Indirect Communication of Revocation	61
	a. Direct and indirect communication.	61
	b. Sale of land.	61
	c. Other transactions.	62
	d. Definite action; reliable information.	62
R.	2d Contracts § 45—Option Contract Created by Part Performance	
	or Tender	63
	a. Offer limited to acceptance by performance only.	63
	b. Manifestation of contrary intention.	63
	c. Tender of performance.	64
	d. Beginning to perform.	64
	e. Completion of performance.	65
	f. Preparations for performance.	65
	g. Agency contracts.	66
R.	2d Contracts § 46—Revocation of General Offer	66
	a. Revocability.	66
	b. Available means of notice.	67
R.	2d Contracts § 48—Death or Incapacity of Offeror or Offeree	68
	a. Death of offeror.	68
	b. Incapacity of offeror.	68
	c. Death or incapacity of offeree.	68
	d. Option contracts.	68

CONTENTS ix

Chapter 6 · Acceptance	69
R. 2d Contracts § 50—Acceptance of Offer Defined; Acceptance by	
Performance; Acceptance by Promise	69
a. Mode of acceptance.	69
b. Acceptance by performance.	69
c. Acceptance by promise.	70
R. 2d Contracts § 51—Effect of Part Performance Without Knowledge	
of Offer	71
a. Performance without knowledge.	71
b. Completion of performance with knowledge.	71
R. 2d Contracts § 58—Necessity of Acceptance Complying with Terms	
of Offer	72
a. Scope.	72
R. 2d Contracts § 59—Purported Acceptance Which Adds Qualifications	73
a. Qualified acceptance.	73
b. Statement of conditions implied in offer.	73
R. 2d Contracts § 61 — Acceptance Which Requests Change of Terms	74
a. Interpretation of acceptance.	74
R. 2d Contracts § 63—Time When Acceptance Takes Effect	75
a. Rationale.	75
b. Loss or delay in transit.	76
c. Revocation of acceptance.	76
d. Other types of cases.	77
e. The offeree's possession.	78
f. Option contracts.	78
N.H.R.S.A. 382-A § 2-207—Additional Terms in Acceptance or	
Confirmation	79
Chapter 7 · Consideration	81
R. 2d Contracts § 71—Requirement of Exchange; Types of Exchange	81
a. Other meanings of "consideration."	81
b. "Bargained for."	82
c. Mixture of bargain and gift.	83
d. Types of consideration.	84
e. Consideration moving from or to a third person.	85
R. 2d Contracts § 73—Performance of Legal Duty	86
a. Rationale.	86
b. Public duties; torts and crimes.	86
c. Contractual duty to the promisor.	87
d. Contractual duty to third person.	88
e. Voidable and unenforceable duties.	89
f. Doubtful, disputed and unliquidated duties.	90
R. 2d Contracts § 74—Settlement of Claims	90
a. Relation to legal-duty rule.	90

x CONTENTS

b. Requirement of good faith.	91
c. Unliquidated obligations.	91
d. Forbearance without surrender.	93
e. Execution of release or quit-claim deed.	93
R. 2d Contracts § 77—Illusory and Alternative Promises	94
a. Illusory promises.	94
b. Alternative promises.	95
c. Alternatives not dependent on promisor's free choice.	96
d. Implied limitations on promisor's choice.	96
R. 2d Contracts § 79—Adequacy of Consideration; Mutuality of Obligation	97
a. Rationale.	97
b. Benefit and detriment.	98
c. Exchange of unequal values.	98
d. Pretended exchange.	99
e. Effects of gross inadequacy.	100
f. Mutuality.	100
Chapter 8 · Promissory Estoppel	101
R. 2d Contracts § 90—Promise Reasonably Inducing Action or	
Forbearance	101
a. Relation to other rules.	101
b. Character of reliance protected.	102
c. Reliance by third persons.	103
d. Partial enforcement.	103
e. Gratuitous promises to procure insurance.	105
f. Charitable subscriptions, marriage settlements, and other gifts.	105
Chapter 9 · Promissory Restitution	107
R. 2d Contracts §86—Promise for Benefit Received	107
a. "Past consideration"; "moral obligation."	107
b. Rationale.	108
c. Promise to correct a mistake.	108
d. Emergency services and necessaries.	109
e. Benefit conferred as a gift.	109
f. Benefit conferred pursuant to contract.	110
g. Obligation unenforceable under the Statute of Frauds.	110
h. Obligation unenforceable because usurious.	110
i. Partial enforcement.	111
Chapter 10 · The Statute of Frauds	113
R. 2d Contracts § 110—Classes of Contracts Covered	113
a. Classes of contracts.	113
b. Overlap of classes.	114
c. Variations in the statutes.	114

CONTENTS xi

	d. Consequences of non-compliance.	114
R.	. 2d Contracts §111—Contract of Executor or Administrator	115
	a. Analogy to suretyship.	115
	b. Exceptions.	115
R.	. 2d Contracts § 112—Requirement of Suretyship	116
	a. The statutory purpose.	116
	b. "Debt, default or miscarriages."	116
	c. Promisor must be surety.	117
	d. Promisee must be obligee; "reason to know."	118
R.	. 2d Contracts § 124—Contract Made Upon Consideration of Marriage	119
	a. Engagement to marry.	119
	b. Marriage settlements.	119
	c. Promise in contemplation of marriage.	120
	d. Part performance; subsequent memorandum.	121
R.	. 2d Contracts § 125—Contract to Transfer, Buy, or Pay for an	
	Interest in Land	121
	a. Conveyance of land.	121
	b. Short-term leases.	122
	c. Contract to sell.	122
	d. Contract to buy.	123
	e. Effect of conveyance.	124
R.	. 2d Contracts § 129—Action in Reliance; Specific Performance	125
	a. Historical note and modern justifications.	125
	b. Rationale.	125
	c. Monetary relief.	126
	d. Transfer of possession and reasonable reliance.	127
	e. Action by landowner.	128
	f. Other clauses of the Statute.	129
R.	. 2d Contracts § 130—Contract Not to Be Performed Within a Year	129
	a. Possibility of performance within one year.	129
	b. Discharge within a year.	130
	c. The one-year period.	131
	d. Full performance on one side.	132
	e. Part performance.	133
	f. Other clauses of the Statute.	133
R.	. 2d Contracts § 131—General Requisites of a Memorandum	134
	a. The statutory language.	134
	b. The Uniform Commercial Code.	134
	c. Rationale.	135
	d. Types of documents.	135
	e. Subject matter.	136
	f. Contract between the parties.	137
	g. Terms; accuracy.	138
	h. Statement of consideration.	139

xii CONTENTS

R. 2d Contracts § 132—Several Writings	140
a. Rationale.	140
b. Several signed writings.	141
c. Reference to unsigned writing: physical connection.	141
d. Reference to future writings.	142
R. 2d Contracts § 133—Memorandum Not Made as Such	143
a. Rationale.	143
b. Communication; delivery.	143
c. Repudiating memorandum.	144
d. Pleadings and testimony.	144
R. 2d Contracts § 134—Signature	145
a. Types of symbol.	145
b. Place of signature; "subscribed."	145
c. Time of signing; blanks and alterations.	146
R. 2d Contracts § 137—Loss or Destruction of a Memorandum	146
a. Not a rule of evidence.	146
R. 2d Contracts § 139—Enforcement by Virtue of Action in Reliance	147
a. Relation to other rules.	147
b. Avoidance of injustice.	147
c. Particular factors.	148
d. Partial enforcement; particular remedies.	149
R. 2d Contracts § 138—Unenforceability	149
a. Contracts within the Statute.	149
b. Unenforceability.	149
c. Exceptions.	150
9A V.S.A. § 2-201 — Formal Requirements; Statute of Frauds	
(pre-2022 Amendments)	150
N.H.R.S.A. 382-A § 2-201—Formal Requirements; Statute of Frauds	
(post-2022 Amendments)	151
Compare 9A V.S.A. § 2-201 with N.H.R.S.A. 382-A § 2-201	152
15 U.S.C. §96(101)—Electronic Signatures in Global and National	
Commerce Act, General Rule of Validity	153
Chapter 11 · Mistake	155
R. 2d Contracts § 151—Mistake Defined	155
a. Belief as to facts.	155
b. Facts include law.	156
R. 2d Contracts § 152—When Mistake of Both Parties Makes a	
Contract Voidable	157
a. Rationale.	157
b. Basic assumption.	157
c. Material effect on agreed exchange.	159
d. Significance of other relief.	160
e. Allocation of risk.	161

CONTENTS	xiii

f. Releases.	161
g. Relation to breach of warranty.	163
h. Mistakes as to different assumptions.	163
R. 2d Contracts § 153—When Mistake of One Party Makes a	
Contract Voidable	163
a. Rationale.	164
b. Similarity to rule where both are mistaken.	164
c. Additional requirement of unconscionability.	165
d. Effect of reliance on unconscionability.	166
e. Had reason to know of or caused the mistake.	167
f. Allocation of risk.	168
g. Mistake as to identity.	168
R. 2d Contracts § 154—When a Party Bears the Risk of a Mistake	169
a. Rationale.	170
b. Allocation by agreement.	170
c. Conscious ignorance.	171
d. Risk allocated by the court.	171
Chapter 12 · Misrepresentation, Duress, and Undue Influence	173
R. 2d Contracts § 159—Misrepresentation Defined	173
a. Nature of the assertion.	173
b. Half-truths.	174
c. Meaning of "fact."	174
d. State of mind as a fact.	175
R. 2d Contracts § 160—When Action Is Equivalent to an Assertion	
(Concealment)	175
a. Scope.	176
b. Common situations.	176
R. 2d Contracts § 161—When Non-Disclosure Is Equivalent to an	
Assertion	177
a. Concealment distinguished.	177
b. Fraudulent or material.	178
c. Failure to correct.	178
d. Known mistake as to a basic assumption.	179
e. Known mistake as to a writing.	182
f. Relation of trust and confidence.	182
R. 2d Contracts § 162—When a Misrepresentation Is Fraudulent or	
Material	183
a. Meaning of "fraudulent."	184
b. "Scienter."	184
c. Meaning of "material."	185
R. 2d Contracts § 164—When a Misrepresentation Makes a	
Contract Voidable	186
a. Requirements.	187

xiv CONTENTS

b. Fraudulent and non-fraudulent misrepresentation.	187
c. Inducement.	188
d. Justification.	188
e. Misrepresentation by a third party.	188
R. 2d Contracts § 174—When Duress by Physical Compulsion Prevents	
Formation of a Contract	189
a. Rationale.	189
b. "Void" rather than voidable.	190
R. 2d Contracts § 175—When Duress by Threat Makes a Contract Voidable	190
a. Improper threat.	191
b. No reasonable alternative.	191
c. Subjective test of inducement.	193
d. Voidable.	194
e. Duress by a third person.	194
R. 2d Contracts § 176—When a Threat Is Improper	195
a. Rationale.	195
b. Crime or tort.	196
c. Threat of prosecution.	197
d. Threat of civil process.	198
e. Breach of contract.	199
f. Other improper threats.	200
R. 2d Contracts § 177—When Undue Influence Makes a	
Contract Voidable	202
a. Required domination or relation.	202
b. Unfair persuasion.	203
c. Undue influence by a third person.	203
R. 2d Contracts § 178—When a Term Is Unenforceable on Grounds of	
Public Policy	204
a. Legislation providing for unenforceability.	204
b. Balancing of interests.	205
c. Strength of policy.	206
d. Connection with term.	206
e. Other factors.	209
f. Effect on rest of agreement.	210
Chapter 13 · Classifying Contractual Evidence	211
R. 2d Contracts § 200—Interpretation of Promise or Agreement	211
a. Formation of contract.	211
b. Manifestation of intention.	211
c. Interpretation and legal operation.	211
R. 2d Contracts § 201—Whose Meaning Prevails	212
a. The meaning of words.	212
b. The problem of context.	212
c. Mutual understanding.	213

CONTENTS	XV
----------	----

d. Misunderstanding.	214
R. 2d Contracts § 202—Rules in Aid of Interpretation	214
a. Scope of special rules.	215
b. Circumstances.	215
c. Principal purpose.	216
d. Interpretation of the whole.	217
e. General usage.	218
f. Technical terms.	218
g. Course of performance.	219
h. Preference for consistency.	220
R. 2d Contracts § 203—Standards of Preference in Interpretation	220
a. Scope.	220
b. Superfluous terms.	220
c. Unreasonable and unlawful terms.	221
d. Priority of express terms.	221
e. General and specific terms.	222
f. Superseded standard terms.	222
Chapter 14 · Evaluating Intrinsic Contractual Evidence	225
R. 2d Contracts § 204—Supplying an Omitted Essential Term	225
a. Scope; relation to other rules.	225
b. How omission occurs.	225
c. Interpretation and omission.	226
d. Supplying a term.	226
e. Effect of the parol evidence rule.	226
R. 2d Contracts § 205—Duty of Good Faith and Fair Dealing	227
a. Meanings of "good faith."	227
b. Good faith purchase.	227
c. Good faith in negotiation.	228
d. Good faith performance.	228
e. Good faith in enforcement.	230
R. 2d Contracts § 206—Interpretation Against the Draftsman	230
a. Rationale.	231
b. Compulsory contract or term.	231
R. 2d Contracts § 207—Interpretation Favoring the Public	231
a. Scope.	231
R. 2d Contracts § 208—Unconscionable Contract or Term	232
a. Scope.	232
b. Historic standards.	233
c. Overall imbalance.	233
d. Weakness in the bargaining process.	234
e. Unconscionable terms.	235
f. Law and fact.	236
g. Remedies.	236

xvi CONTENTS

∪n	apter 15. The Parol Evidence Rule	23/
	R. 2d Contracts § 209—Integrated Agreements	237
	a. Significance of integration.	237
	b. Form of integrated agreement.	237
	c. Proof of integration.	238
	R. 2d Contracts § 210—Completely and Partially Integrated Agreements	239
	a. Complete integration.	239
	b. Proof of complete integration.	239
	c. Partial integration.	240
	R. 2d Contracts § 213—Effect of Integrated Agreement on Prior	
	Agreements (Parol Evidence Rule)	240
	a. Parol evidence rule.	241
	b. Inconsistent terms.	241
	c. Scope of a completely integrated agreement.	242
	d. Effect of non-binding integration.	243
	R. 2d Contracts § 216—Consistent Additional Terms	243
	a. Relation to other rules.	244
	b. Consistency.	244
	c. Separate consideration.	244
	d. Terms omitted naturally.	245
	e. Written term excluding oral terms ("merger" clause).	246
	N.H.R.S.A. 382-A § 2-202—Final Written Expression: Parol or Extrinsic	
	Evidence	247
Ch	apter 16 · Evaluating Extrinsic Evidence	249
	R. 2d Contracts § 219—Usage	249
	a. Scope of usage.	249
	b. Usage of words.	249
	R. 2d Contracts § 220—Usage Relevant to Interpretation	250
	a. Relation to other rules.	250
	b. Interpretation of language.	250
	c. Agreed but unstated terms.	251
	d. Ambiguity and contradiction.	252
	R. 2d Contracts § 221—Usage Supplementing an Agreement	253
	a. Agreed terms and omitted terms.	253
	b. Reason to know and reasonableness.	254
	c. Effect of usage on law.	255
	d. Intention inconsistent with usage.	255
	R. 2d Contracts § 222—Usage of Trade	256
	a. Relation to other rules.	256
	b. Regularity of observance.	256
	c. Local usages of trade.	258
	R. 2d Contracts § 223—Course of Dealing	259
	a. Relation to other rules.	259

CONTERNIE	
CONTENTS	XV11
CONTIDITIO	AVII

b. Common basis of understanding.	259
N.H.R.S.A. 382-A § 1-303—Course of Performance, Course of Dealing,	
and Usage of Trade	260
Chapter 17 · Conditions	263
R. 2d Contracts § 224—Condition Defined	263
a. "Condition" limited to event.	263
b. Uncertainty of event.	263
c. Necessity of a contract.	264
d. Relationship of conditions.	265
e. Occurrence of event as discharge.	266
f. Sealed contracts.	266
R. 2d Contracts § 225—Effects of the Non-Occurrence Of a Condition	267
a. Two effects.	267
b. Excuse.	268
c. Effect of excuse.	268
d. Imposition of duty distinguished.	269
e. Ignorance immaterial.	270
R. 2d Contracts § 226—How an Event May Be Made a Condition	271
a. By agreement of the parties.	271
b. Nature of event.	272
c. By a term supplied by court.	273
R. 2d Contracts § 227—Standards of Preference with Regard to	
Conditions	274
a. Scope.	275
b. Condition or not.	275
c. Nature of event.	276
d. Condition or duty.	278
e. Condition or discharge.	279
R. 2d Contracts § 228—Satisfaction of the Obligor as a Condition	280
a. Conditions of satisfaction.	280
b. Preference for objective standard.	281
R. 2d Contracts § 229—Excuse of a Condition to Avoid Forfeiture	282
a. Relation to other rules.	283
b. Disproportionate forfeiture.	283
c. Limitation on scope.	284
R. 2d Contracts § 230—Event That Terminates a Duty	285
a. Scope.	286
b. Promise to perform in spite of occurrence.	287
Chapter 18 · Performance	289
R. 2d Contracts § 231—Criterion for Determining When Performances	
Are to Be Exchanged Under an Exchange of Promises	289
a. Expectation of an exchange of performances.	289
- *	

xviii CONTENTS

b. Performances need not be simultaneous.	289
c. Consideration need not be exclusively promises.	290
d. Separate contracts.	290
e. Leases and other conveyances.	292
R. 2d Contracts § 233—Performance at One Time or in Installments	292
a. Performance at one time.	293
b. Right to other party's performance.	293
R. 2d Contracts § 234—Order of Performances	294
a. Advantages of simultaneous performance.	294
b. When simultaneous performance possible under agreement.	294
c. When simultaneous performance possible in part.	296
d. When simultaneous performance laterbecomes possible.	296
e. Where performance requires a period of time.	297
f. Applicability of rule.	298
R. 2d Contracts § 232—When It Is Presumed That Performances Are to	
Be Exchanged Under an Exchange of Promises	299
a. Reason for presumption.	299
b. Promises taken collectively.	300
c. Performances need not be treated as equivalent.	301
R. 2d Contracts § 241—Circumstances Significant in Determining	
Whether a Failure Is Material	301
a. Nature of significant circumstances.	302
b. Loss of benefit to injured party.	303
c. Adequacy of compensation for loss.	303
d. Forfeiture by party who fails.	304
e. Uncertainty.	305
f. Absence of good faith or fair dealing.	306
R. 2d Contracts § 242—Circumstances Significant in Determining When	
Remaining Duties Are Discharged	307
a. Cure.	307
b. Significant circumstances.	307
c. Substitute arrangements.	308
d. Effect of agreement.	311
e. Excuse and reinstatement.	312
Chapter 19 · Anticipatory Repudiation	313
R. 2d Contracts § 251—When a Failure to Give Assurance May Be	
Treated as a Repudiation	313
a. Rationale.	313
b. Relation to other rules.	314
c. Reasonable grounds for belief.	315
d. Nature of demand.	317
e. Nature and time of assurance.	318
R. 2d Contracts § 250—When a Statement or an Act Is a Repudiation	319

CONTERNIE	
CONTENTS	X1X
CONTLINIS	AIA

a. Consequences of repudiation.	319
b. Nature of statement.	319
c. Nature of act.	320
d. Gravity of threatened breach.	321
N.H.R.S.A. 382-A § 2-609—Right to Adequate Assurance of Performance	322
N.H.R.S.A. 382-A § 2-610—Anticipatory Repudiation	323
N.H.R.S.A. 382-A § 2-611—Retraction of Anticipatory Repudiation	323
Chapter 20 · Excuse	325
R. 2d Contracts § 261—Discharge by Supervening Impracticability	325
a. Scope.	325
b. Basic assumption.	326
c. Contrary indication.	327
d. Impracticability.	328
e. "Subjective" and "objective" impracticability.	330
f. Alternative performances.	331
R. 2d Contracts § 262—Death or Incapacity of Person Necessary for	
Performance	332
a. Rationale.	332
b. Where particular person is necessary.	334
R. 2d Contracts § 263—Destruction, Deterioration or Failure to Come	
Into Existence of Thing Necessary for Performance	335
a. Rationale.	335
b. When specific thing is necessary.	336
R. 2d Contracts § 264—Prevention by Governmental Regulation or Order	337
a. Rationale.	337
b. Nature of regulation or order.	339
R. 2d Contracts § 265—Discharge by Supervening Frustration	340
a. Rationale.	340
b. Limitations on scope.	342
N.H.R.S.A. 382-A § 2-615—Excuse by Failure of Presupposed Conditions	342
Chapter 21 · Assent	345
R. 2d Contracts § 278—Substituted Performance	345
a. Substituted performance by the obligor.	345
b. Substituted performance by third person.	345
c. Consideration for discharge.	346
R. 2d Contracts § 279—Substituted Contract	347
a. Nature and effect of a substituted contract.	347
b. Validity of substituted contract.	347
c. Accord distinguished.	348
R. 2d Contracts § 280—Novation	348
a. Definition of novation.	349
b. Effect of novation.	349

xx CONTENTS

c. Consideration.

d. Substitution of obligor.	349
e. Substitution of obligee.	351
f. Compound novations.	351
R. 2d Contracts § 281—Accord and Satisfaction	352
a. Nature of an accord.	352
b. Suspensory effect.	353
c. Effect of obligee's breach.	354
d. Validity of accord.	354
e. Substituted contract distinguished.	355
R. 2d Contracts § 282—Account Stated	355
a. Computation not compromise or liquidation.	356
b. Manifestation of assent.	356
c. Effect of account stated.	356
R. 2d Contracts § 283—Agreement of Rescission	357
a. Nature of agreement of rescission.	358
b. The Statute of Frauds and oral agreement of rescission.	359
c. Whether promise of restitution is included.	359
R. 2d Contracts § 284—Release	359
a. Nature of release.	360
b. Effectiveness of release.	360
c. Interpretation.	361
R. 2d Contracts §89—Modification of Executory Contract	361
a. Rationale.	362
b. Performance of legal duty.	362
c. Statutes.	363
d. Reliance.	364
N.H.R.S.A. 382-A § 2-209—Modification, Rescission and Waiver	365
Chapter 22 · Expectation Damages	367
R. 2d Contracts § 344—Purposes of Remedies	367
a. Three interests.	367
b. Expectation interest.	368
c. Reliance interest.	370
d. Restitution interest.	370
R. 2d Contracts § 345—Judicial Remedies Available	370
a. Nature of remedies.	371
b. Enforcement.	371
c. Restitution.	371
d. Declaratory judgments.	371
e. Enforcement of arbitration awards.	372
R. 2d Contracts § 346—Availability of Damages	372
a. Right to damages.	372
b. Nominal damages.	373

349

CONTENTS	XX1

c. Beneficiaries of gift promises.	374
R. 2d Contracts § 347—Measure of Damages in General	374
a. Expectation interest.	374
b. Loss in value.	375
c. Other loss.	376
d. Cost or other loss avoided.	376
e. Actual loss caused by breach.	378
f. Lost volume.	379
Chapter 23 · Alternative Money Damages	381
R. 2d Contracts § 348—Alternatives to Loss in Value of Performance	381
a. Reason for alternative bases.	381
b. Breach that delays the use of property.	381
c. Incomplete or defective performance.	382
d. Fortuitous event as condition.	383
R. 2d Contracts § 349—Damages Based on Reliance Interest	384
a. Reliance interest where profit uncertain.	385
b. Reliance interest in other cases.	386
R. 2d Contracts § 350—Avoidability as a Limitation on Damages	387
a. Rationale.	387
b. Effect of failure to make efforts to mitigate damages.	387
c. Substitute transactions.	388
d. "Lost volume."	389
e. What is a "substitute."	390
f. Time for arranging substitute transaction.	391
g. Efforts expected.	392
h. Actual efforts to mitigate damages.	393
R. 2d Contracts § 351—Unforeseeability and Related Limitations	
on Damages	394
a. Requirement of foreseeability.	395
b. "General" and "special" damages.	396
c. Litigation or settlement caused by breach.	397
d. Unavailability of substitute.	399
e. Breach of contract to lend money.	399
f. Other limitations on damages.	400
R. 2d Contracts § 352—Uncertainty as a Limitation on Damages	402
a. Requirement of certainty.	402
b. Proof of profits.	403
c. Alternative remedies.	404
R. 2d Contracts § 355—Punitive Damages	405
a. Compensation not punishment.	405
b. Exception for tort.	406
R. 2d Contracts § 356—Liquidated Damages and Penalties	407
a. Liquidated damages or penalty.	407

xxii CONTENTS

b. Test of penalty.	407
c. Disguised penalties.	409
d. Related types of provisions.	410
e. Penalties in bonds.	410
Chapter 24 · Equitable Remedies	411
R. 2d Contracts § 357—Availability of Specific Performance and	
Injunction	411
a. Specific performance.	411
b. Injunction.	411
c. Discretionary nature of relief.	413
R. 2d Contracts § 370—Requirement That Benefit Be Conferred	413
a. Meaning of requirement.	414
R. 2d Contracts § 371—Measure of Restitution Interest	415
a. Measurement of benefit.	415
b. Choice of measure.	416
R. 2d Contracts § 372—Specific Restitution	418
a. Specific restitution on avoidance or in similar circumstances.	418
b. Specific restitution on other grounds.	419
c. Tender off specific restitution.	420
Chapter 25 · U.C.C. Damages	421
N.H.R.S.A. 382-A § 2-601—Buyer's Rights on Improper Delivery	422
N.H.R.S.A. 382-A § 2-608—Revocation of Acceptance in Whole or	
in Part	422
N.H.R.S.A. 382-A § 2-612—"Installment Contract"; Breach	423
N.H.R.S.A. 382-A § 2-613—Casualty to Identified Goods.	423
N.H.R.S.A. 382-A § 2-702—Seller's Remedies on Discovery of Buyer's	
Insolvency	424
N.H.R.S.A. 382-A § 2-703—Seller's Remedies in General	424
N.H.R.S.A. 382-A § 2-710—Seller's Incidental Damages	425
N.H.R.S.A. 382-A § 2-711—Buyer's Remedies in General; Buyer's	
Security Interest in Rejected Goods	425
N.H.R.S.A. 382-A § 2-715—Buyer's Incidental and Consequential	
Damages	426
Appendix · Controllable Electronic Records	427
N.H.R.S.A. 382-A § 12-102—Definitions	427

Editor's Note

The law of contracts is vast and ancient. This statutory supplements strives to provide the most essential pieces of modern contract law so students are not puzzled. To focus on critical references for learning contract law basics, I selected black-letter rules that all law students should know to succeed in a first-year course and to pass the bar exam. Selection requires judgments. Some will find this collection too long while others will find it too short. I hope that most readers find it to be just right. But to find these selections appropriate, you must approach them in the proper manner.

To begin, let's establish what you are reading. Within these pages are rules, comments, and illustrations from the Restatement (Second) of Contracts (R. 2d Contracts) and the Uniform Commercial Code ("U.C.C.") Article 2, Sales. These are the two core statutury-like materials for most contract law courses. Contract law is state law, so each state will have its own contract law. Yet R. 2d Contracts explains the general rules of law in virtually all U.S. jurisdictions, and all U.S. jurisdiction adopted some version of the U.C.C. You are thus reading the closest approximation of the black-letter rules of "national" contract law.

Restatements are treatises describing the common law amid U.S. jurisdictions. You may have learned that treatises are non-binding. Yet R. 2d Contracts is a highly persuasive treatise that has almost the force of law in jurisdictions that follow it. R. 2d Contracts rules, therefore, can be treated as black-letter rules of law in most American contract law classrooms. The U.C.C. is a model statute, but it has been adopted in predominant part by virtually every U.S. jurisdiction, so it reflects binding statutory law across the U.S.

Restatement authors helpfully provided comments and illustrations that make meaning of the rules. The comments explain the rules. Black-letter rules do not necessarily mean what they say to a lay person. Lawyers must read technical rules technically. The comments are your guide to the meaning of contract law rules in the terms and norms of the profession of contract law. On that note: welcome to the legal profession!

I recommend that students read at least the headings of every comment and maintain a functional knowledge regarding how these comments impact the application of the rules. These explanations often color or change the patent (apparent) meaning of rules, so you must be aware of them. The comment headings are a sort of road map showing where you must sometimes take analysis in an unusual or counterintuitive direction.

The illustrations are often derived from quintessential cases. They show how the comments' explanations of rules are applied in specific instances. If you find yourself confused about how the rules function, consider the illustrations to visualize the application of black-letter rules as explained by specific comments. The illustrations typically demonstrate how a specific comment impacts the plain meaning of the black-letter rule to which it corresponds; for this reason, I have listed the illustrations within corresponding comments. Illustrations often reflect the key facts from cases frequently taught in contract law courses. If you pay attention to the illustrations, recognizing key facts and identifying what rule and comment it illuminates, you will glean insights about important cases.

I have also included state enactments of U.C.C. provisions where the statutory law deviates from the common law in an important way. As you probably know, statutes trump common law where they apply. Likewise, state-adopted U.C.C. provisions trump R. 2d Contracts principles where they apply. But the law of sales does not apply to every contract, nor does it provide important distinctions to every contract even where it does apply. For this reason, I have included U.C.C. references only where they make a material difference regarding cases you are likely to see in law school or on the bar exam.

Whenever you read a rule, you should attempt to understand it. One tried and true method for understanding rules is to "elementize" them, meaning, to break the rule apart into specific elements. By writing each rule in this manner, you begin to internalize the meaning of those rules, which will help you apply, analyze, and judge them later.

Finally, please note that the rules, comments, and illustrations from R. 2d Contracts are the intellectual property of the American Legal Institute. I purchased limited rights to reproduce these rules for you, but you cannot lawfully copy or distribute them further without authorization from the ALI.

Good luck in your legal studies!

Seth C. Oranburg

Acknowledgments

Restatement (Second) of the Law Second Contracts, copyright © 1981 by The American Law Institute.

Reprinted with permission. All rights reserved.