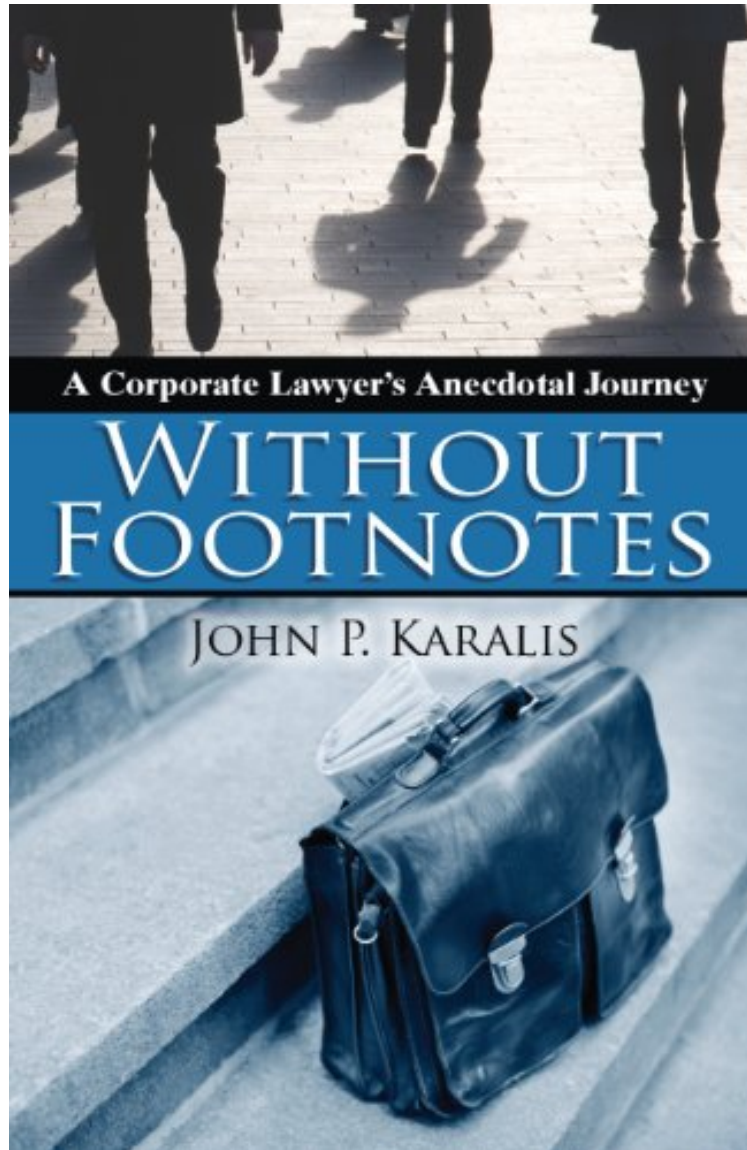


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Without Footnotes: A Corporate Lawyer's Anecdotal Journey

John Karalis

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John Karalis : Without Footnotes: A Corporate Lawyer's Anecdotal Journey before purchasing it in order to gauge whether or not it would be worth my time, and all praised Without Footnotes: A Corporate Lawyer's Anecdotal Journey:

0 of 0 people found the following review helpful. A great readBy V. ChiappettaThe book is an engaging quick read, cleverly using concisely written anecdotes to make the salient points in a coherent overall narrative while avoiding the dreaded bog of biographical minutiae. Many of the stories offer unique insider insights into the workings and evolution of the computing/high technology industry from the late 1960s to the millennium. They range from the multi-

national, cross-cultural - explored through the changing partnership between Honeywell, Bull (France) and NEC (Japan) - to the processes and effects of consolidation/transition - the Sperry and Burroughs merger into Unisys, the rivalry between the Apple Macintosh and Microsoft Windows operating systems (including the turning point court case freeing Microsoft to continue to develop the latter) and the restructuring of Tektronix, including its distribution partnership with Sony. In the process, the work makes interesting points about what ultimately makes things work (particularly deals) and the role of business in modern society. Full disclosure - I worked with the author at both Apple and Tektronix. 0 of 0 people found the following review helpful. Footnotes Not Needed! By John R. Becker This is a story of a lawyer's life, with the many interesting observations of a detailed eye and mind. I really enjoyed the insights into a general counsel's job, especially in computer industry of the 1970's and 1980's. However, I liked the author's personal stories and wit. I really enjoyed this book!

A Corporate Lawyer's Anecdotal Journey takes readers behind the scenes of the computer industry during the 1970s-90s. Karalis describes a series of events and anecdotes which he was personally involved in, including the nationalization of the French computer industry, the Honeywell acquisition of General Electric's computer business, Burroughs' hostile takeover of Sperry to form Unisys, Apple's lawsuit with Microsoft over the graphic user interface, a fight over board seats between George Soros and Tektronix, and protracted negotiations over the years with major Japanese corporations. Short, concise, highly readable chapters blend humor and irony with memorable stories of success and failure. The early part of the book juxtaposes the demands of a competitive law school with the temptations of easy access to a posh downtown dinner club, followed by the court appointed defense of one of the FBI's Ten Most Wanted Fugitives. Although the book becomes more analytical as it progresses, personal anecdotes are interspersed throughout, including a quadruple bogey after a hearty lunch of roast duck and red wine at a French baronial estate and an impromptu meeting in St. Moritz.

About the Author John P. Karalis has enjoyed a 30-year career as a corporate lawyer and business executive, including serving as associate general counsel of Honeywell, Inc., senior vice president and general counsel of Sperry Corporation, and vice president and general counsel of Apple Computer. He graduated with honors from the University of Minnesota Law School in 1963 and practiced law in Minnesota until joining Honeywell in 1970. Karalis authored the highly regarded, *International Joint Ventures: A Practical Guide*. John resides with his wife in Scottsdale, Arizona.