



**INDUSTRY-ACADEMIA EXCHANGE &  
TEACHERS TRAINING COURSE ON COMMERCIAL LAW**

Date - 2<sup>nd</sup> July 18 to 8<sup>th</sup> July 18

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# ABOUT MNLU MUMBAI



Maharashtra National Law University Mumbai has been established under the Maharashtra Act No. VI of 2014 on 20th March 2014.

The Act envisages to establish and incorporate National Law Universities in the State for the development and advancement of legal education and for the purposes of imparting specialized and systematic instruction, training and research in systems of law and for the matters connected therewith or incidental thereto.

The object of the university is to advance and disseminate learning and knowledge of law and legal processes. As its role in national development MNLU Mumbai strives to develop in the students, research scholars and faculty members a sense of responsibility,

zeal to serve society in the field of law. Emphasis is laid on developing skills in regard to advocacy, training in legal services, exercises in legislation-drafting, research in law reforms and the like. This is meted out by regularly organizing lectures, symposia, workshops, competitions and conferences regularly.

In furtherance to achieving objective of excelling in teaching & research in Corporate and Commercial laws, MNLU Mumbai is organising Seven Days Faculty Development Programme in collaboration with iPleaders from 2 July - 8 July 2018.

## - PROGRAM HIGHLIGHTS -

- Interact with law firms and lawyers to learn about what the industry wants from legal academia
- Spend time at law firms and do some assignments young lawyers are required to do
- Create cutting edge curriculums and exercises that you can use in upcoming semesters
- Help your students to excel in their career as a business lawyer



# OVERVIEW OF PROGRAMME

This program aims to bring fresh perspective in teaching in classroom Commercial Laws courses by developing advanced curriculums and create exercises and tools that will make the delivery in classroom, interesting and enriching. Successful corporate lawyers will interact with the law teachers in the classroom and share their experience, challenges and success stories. Knowledge management professionals employed by top law firms will share their experiences in educating lawyers as well. However, the highlight of the program is that law teachers will shadow law firm associates and partners as well as independent business lawyers to get a direct experience of the kind of developments happening in the industry, upcoming areas of work and expectations of the legal industry from interns and young lawyers.

The FDP aims to bring academia and legal industry together and would enable Corporate Law teachers to make their students ready for more fulfilling experience in internships and make a connection of the classroom learning with their day-to-day tasks and career objectives.

## OUTCOME

Participating faculty members will be able to incorporate the following outcomes, specifically :

- Include a perspective from real life contracts such as shareholders agreements, non-disclosure agreement, vendor agreements, etc.
- Incorporate regulations, legal procedures and best practices related to FDI, M&A, capital markets and include RBI, SEBI and MCA circulars and notifications in their teaching of business law subjects which will make students ready for corporate law internships and jobs.
- Train students in practical aspects of business law including drafting, negotiations, due diligence, compliances, etc.
- Prepare their students for what is expected of them in law firms and corporate in-house departments, as interns and as lawyers.
- Keep up to date with regulatory changes, updates (RBI, SEBI circulars, government notifications) and equip learners to build a system to keep themselves updated to regulatory changes in corporate law domain, as successful practicing lawyers routinely do.
- Teach case studies in the class that are contemporary and relevant to cutting edge of law practice.
- Role of a corporate lawyer in view of the commercial intentions of modern-day corporate clients and expectations of lawyers.
- Engage in robust academic research and scholarly work that is informed by changing industry dynamics

# PROGRAM SCHEDULE

## DAY 1

### Session 1: Orientation and Goal Setting [2 hours]

- To reiterate the importance of teachers as first persons preparing students for the real world.
- Address the following questions:
  1. Why we here and what is the nature of this program?
  2. What do we intend to achieve from this exercise? (exploring avenues on how to make students employ able and understanding the requirements of the legal industry)
  3. Teachers speak: Experiential Sharing (Student Expectation and the gap).
  4. Collaboration of Practitioners and academicians

### Session 2: Curriculum Creation Exercise [3 hours]

- Task: Creation of a first draft of a curriculum of any Commercial Law course

### Session 3: Conversation by recruiting partners, independent lawyers and senior associates [4 interactions - 2 hours]

Back to back interactive sessions with recruiting partners from law firms, practicing corporate litigators and senior associate on:

- Expectation from fresher's and interns
- Law School teaching and Recruiters Expectation: The Gap.
- Law firm spending on training
- Consequence of not meeting expectations of the firm, on the clients and on the fresher's own career (working hours, attrition, quality of legal services, etc.)
- Expected role of law teachers in bridging the gap

### Session 4: Update the curriculum exercise [1 Hour]

- Review of the curriculum by participants, after listening to the industry expert, made by them earlier.
- Peer Review of revised curriculum.

## DAY 2

### Session 1: Identification of Gap Faced by Freshers and Technical Skills Training [4 hours]

- Experiential sharing by 3 associates or legal managers with about 1 - 3 years', the challenges faced while working as corporate lawyers, in-house counsels and in commercial litigation work or arbitration.
- Discussion on classroom components to be incorporated to lessen those aspects and also teach one of the knowledge components.
- Work by lawyers for - e.g. compliance, form-filings, drafting, etc.
- Each resource person will train on one or two items from the following list:
  - Practical aspects of FDI policy
  - RBI notifications for key business transactions
  - Due diligence
  - SEBI-related laws and notifications for takeovers, insider trading, listing and security issuances
  - Stamp duty for M&A, financing transactions, licensing and assignments, etc.

### Session 2: Conversation with Law Firm Senior Partner about Commercial Intent of Clients & Business Development at a Law Firm [1 hour]

- Commercial intent of different types of clients.
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- Connection between different commercial subjects - e.g. contract law, company law, intellectual property law, property law, banking law, etc. with the commercial intent of clients
- Business development by lawyers.
- Types of assignments, activities and exercises to be given within the curriculum to develop the skill.

### Session 3: Practice-Area Wise Technical Skills Training (3 hours)

- For 2 Major Practice Areas of a Commercial Law Firm
  - Securities Law - drafting a DRHP (drafting a draft red herring prospectus)
  - Banking law - negotiating a term loan agreement
- M&A practice area of a law firm
  - Types of transaction structures
  - Kinds of work that clients pay for
- What lawyers should already learn and know
  - Investment transactions and shareholders agreements
  - Relevant aspects of corporate law and FDI policy
  - To read and understand term sheets
  - Shareholders, Share Subscription, Share Purchase and Joint Venture Agreements
  - Licensing and Assignment Agreements
- Incorporation in classroom teaching



## DAY 3

### Session 1: Practice-Area Wise Technical Skills Training for 2 Major Practice Areas of a Commercial Law Firm - Continued? [3 hours]

- How does the Banking and Finance Team of a law firm work
  - Types of domestic and foreign loan transaction structures
  - Kinds of work that clients pay corporate lawyers for
  - What lawyers should already learn and know
    - Clauses and structure of a loan agreement
    - Security package and other agreements
    - Guarantees
    - Stamp duty and taxation around loan agreements
- Incorporation in classroom teaching

### Session 2: Role of an in-house counsel [2 hours]

- Objective behind having an in-house legal team.
- Works performed by an in-house team
- Role of classroom teaching
- [Example - compliance management, contract management, contract drafting, briefing law firm associates and senior counsel, dispute resolution, etc.]
- Technical skills required for successfully performing the role of an in-house counsel and exercise to impart in the classroom

### Session 3: Conversation led by a Partner + Knowledge Management/ Training Team Representative [1 hour]

- Law Firm Training of Fresher's
- Effect of ongoing training processes for junior and senior lawyers
- Knowledge Management Work and Contribution to Fresher Training
- Components of these processes incorporated in classroom and how?

## Session 4: Interactive discussion on incorporation of Team Management and Interpersonal Skills in the classroom [1 hour]

- Aspects to be included in classroom work
- Delegation of Work and Grooming of Juniors and Interns
- Work and Schedule Management
- Client Interaction
- Collaboration with peers
- Client Communication

## DAY 4 & DAY 5

### LAW FIRM EXPERIENCE

The teacher would be attached to a 'team' in the firm, that is, so that they get the world of the partner, principal/senior associate and the associates. Teachers should shadow in pairs, not alone.

NDA's will be signed by each teacher with the firm. Wherever possible the practice area of firms would be matched with the subject of the teacher E.g. a Property Law teacher could shadow the real estate team.

The participating firms will need to assign a teacher-pair to a team which is mandated to include the teachers in the following activities:

- Internal meetings
- Email communication
- Due diligence work
- Client meetings
- Drafting and document review work

Teachers must participate in the above by 'shadowing' one or more team members.

**Teachers should perform at least one individual assignment provided by the law firm (to get a sense of the experience of being a law firm associate. This is critical).**

For example, the tasks could be one of the following:

- Due Diligence
- Review a contract
- Build a transaction structure
- Prepare an advisory note or a strategy

Teachers must also have an interaction with the business development, knowledge-management and HR team (where available) of the firm to understand the following aspects:

- How law firms build clients and get business (these can be in the background while teachers teach)
- From HR, to speak about issues related to discipline, culture, performance management, work-life balance, growth, handling criticism, etc. that young lawyers face. This will enable teachers to incorporate and connect these aspects in the formative years of a law students' journey.

*\*A report to be submitted on next day, i.e. 6th day*

## DAY 6

### Creating a curriculum and teaching methodology for next generation of India's business lawyers

#### Session 1: Create a training exercise and share with the peers [2 hours + 1 hour feedback]

Create a drafting exercise for your curriculum, share it with the group, get feedback and give feedback to others.

#### Session 2: Rapid business law research exercise - create skeleton of an article [1 hour]

The participants will get a sense of the way lawyers' research and write in law firms and practice. Every participant will be given a different topic.

#### Session 3: Draft a 1500 words memo [3 hours]

Using the skeleton structure, they will draft a memo, and then receive feedback from a practicing lawyer on their drafting.

#### Session 4: Recap [1 hour]

Update your curriculum.

## DAY 7

### REVIEW, CELEBRATION AND FUTURE

#### Session 1: Review Conversation [1 hour]

Teachers will be asked to share their experiences, what they learned and how they plan to incorporate this in their teaching.

#### Session 2: Demo class [4 hours]

The design and audience will be as per the same principles as per the initial class. Here, the teacher will not share the experience, but take a class as they would otherwise. Teachers must include what they saw in the 'subject' they are teaching. Teachers who have not participated in the initiative will be invited.

Audience will give their feedback. The initial feedback received after the first class and the feedback now will be compared.

There will be a short conversation on what elements teachers have identified to be useful.

#### Session 3: Feedback conversation on the exchange [30 minutes]

Participating teachers share what worked and what did not work for them. Recommendations for organisers.

#### Session 4: Conversation on how this exercise can be continued and how to stay in touch [30 minutes]

There will be a discussion on the following topics:

- Mechanisms and systems to stay updated
- Conversations to have with practitioners
- Networking
- Creation of a knowledge-sharing community which has practitioners and teachers, so that teachers can easily access people they need to speak to for practical inputs when they teach.

#### Last Session: Distribution of certificates by Vice Chancellor of MNLU, Mumbai.



# WHO MAY ATTEND

This Faculty Development Workshop is aimed at:

- Research Scholars (Post Graduate & Ph.D. students of Corporate & Commercial Laws) and
- Academicians of Corporate and Commercial Laws.



# REGISTRATION FEES

- Early Bird Registration: Rs. 5000/-
- Late Registration: Rs. 7000/-

## Payment Details:

Account No.:	915010046322292
Beneficiary Name:	Maharashtra National Law University Mumbai
Bank name:	Axis Bank
Branch:	New Marine Lines (Mumbai)
IFSC Code:	UTIB0000233

## Note:

*Only 20 Seats. Registration fees would only include kit, reading material & tea between the breaks. It would not include accommodation, food and travelling expenses to the law firms/ advocates offices.*



# IMPORTANT DATES

Online Registration (Early Bird) along with full applicable

Payment:

**18th June, 2018**

Online Registration (Final) along with full applicable

Payment:

**19th June, 2018**

Date of FDP:

**2 July – 8 July, 2018**



# BOARDING AND LODGING

Accommodation and food charges are not inclusive in Registration fees. A limited number of A/C and Non A/C rooms would be made available for accommodation at the venue during FDP days. Organizers shall provide the accommodation & food (breakfast, Lunch & dinner) on applicable, actual tariffs upon request by the participants. It shall be provided on first-come-first-serve on twin sharing basis.

- A/C Room: Rs. 1600/- Per person per day (Twin sharing basis)
- Non-A/C Room: Rs. 600/- Per Person per day (Twin sharing basis)

**Note:**

*Registration fees include breakfast, lunch, tea during breaks, reading material.*



# VENUE OF THE FDP

**Address:**

Maharashtra National Law University Mumbai - 2nd & 6th Floor, CETTM-MTNL Building, Technology Street, Hiranandani Gardens, Powai (Mumbai)-400076

**How to Reach:**

Mumbai offers different modes of travel- local train, bus, auto and taxis. The venue of the conference is forty five minutes away from the Mumbai Airport and one hour from the Mumbai Central Railway station. Nearest Local Station is Vikhroli. Auto and Cab services are available to travel within the city.

#### **PATRON**

Prof. (Dr.) Bhavani Prasad Panda,  
Vice Chancellor, MNLU Mumbai

#### **FACULTY CO-ORDINATOR**

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Associate Professor, MNLU Mumbai  
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#### **MODERATORS**

Ramanuj Mukherjee, iPleaders. &  
Abhyuday Agarwal, iPleaders.



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