COURSE NAME: Special Topics in Business Law Practice

CATALOG NUMBER: 8757S

PROFESSORS: Downs, Hoyt, Luppino and Wiseman

PREREQUISITES: Business Organizations and Fed. Tax

COURSE BOOKS: Students will not be required to purchase any books for this course. Course materials will be made available through instructor hand-outs and/or through a TWEN or Blackboard website.

METHOD OF GRADING & APPRAISAL OF STUDENT FOR GRADE: The course grade will be based on class participation, performance on research exercises and performance on an approximately one-hour final examination.

SUMMARY DESCRIPTION OF COURSE: Specialized, team-taught course of study and skills exercises in selected areas relating to transactional practice.

COURSE CONTENT: The course will address: conducting research in special areas of business and tax law, with related exercises; application of ethical rules to issues commonly arising in business/tax practice fact patterns; overview of deferred compensation techniques with which business and tax lawyers should be at least generally familiar; selected issues in corporate finance and venture capital, with emphasis on advanced/hybrid financial instruments not covered in detail in the Business Organizations course; and negotiation skills training, including a lecture on negotiation rules, etc., and review and critique a tape of negotiators in action. Completion of this course will satisfy both the advanced research and ethics requirements of the Business & Entrepreneurial Law Emphasis.

RELEVANCY OF COURSE FOR CAREER PURPOSES: The course is designed to provide both valuable substantive knowledge and practical skills training to students interest in business/transactional practice.