

MGT-455

**Practical business law**

Cherpillod Denis

Cursus	Sem.	Type
Management, Technology and Entrepreneurship minor	E	Opt.
Managmt, tech et entr.	MA2, MA4	Opt.

Language of teaching	English
Credits	4
Session	Summer
Semester	Spring
Exam	Written
Workload	120h
Weeks	14
<b>Hours</b>	<b>3 weekly</b>
Courses	3 weekly
<b>Number of positions</b>	

**Summary**

Students are trained at mastering fundamental concepts of business law from a practical standpoint, including contracts, intellectual property and company law. Attention is drawn to material issues in several contexts, with a focus on the parties' needs and the ways to best address them.

**Content**

This course will cover the legal foundation of business transactions with focus on practical handling of legal issues frequently arising in a business context. This course includes:

- an introduction to contracts (formation, completion and termination)
- a study of common business agreements (purchase and sale, manufacturing, services, employment, cooperation, non-disclosure, non-compete),
- an overview of intellectual property (patents, copyrights & trademarks),
- an overview of competition law and data protection,
- technology development and transfer agreements (licenses, franchises, R&D, joint ventures),
- an overview of company law, with special emphasis on the most common form of companies,
- an overview of the issues that are specific to start-up companies, including relationships amongst shareholders and financing by investors,
- a role game (limited participation) enabling students to negotiate a business transaction and handle a litigation case.

Specific skills will be taught, such as drafting typical contractual clauses and some negotiation techniques. Finally, this course draws the students' attention to certain issues relating to taxation and dispute resolution.

**Keywords**

Law, legal, negotiation, business transactions, contracts, companies, intellectual property, start-up.

**Learning Outcomes**

- Identify major issues in situations with legal implications
- Assess / Evaluate advantages and disadvantages of various legal solutions
- Identify when legal advice should be sought
- Distinguish different types of contracts and companies
- Understand, negotiate and draft the business terms of the major types of contracts used in business transactions, such as engineering agreements, technology transfer agreements and corporate transactions
- Explain the functioning of a company (including its financing and the relationships between shareholders)
- Construct a basic legal reasoning

**Transversal skills**

- Respect relevant legal guidelines and ethical codes for the profession.
- Resolve conflicts in ways that are productive for the task and the people concerned.
- Communicate effectively with professionals from other disciplines.

### **Teaching methods**

Lecture, case studies, critical analysis, class discussions and (based on students' interest) role game.

### **Assessment methods**

Continuous assessment combining:

20% class participation

80% written exam (closed book, i.e. without access to personal notes or course material except legal provisions)