



Title	<u>The Art of the Deal - Introduction to Business Law</u>
Lecturer(s):	Barry Lawrence (USA) real estate and business lawyer Oaktree Capital Management – senior adviser barry@barryhlawrenceinc.com
Brief description	<p>The lectures present and discuss “best world class practices and ideas” that I have learned over the years. I want to empower my students on how to advise and recommend tailored solutions to achieve the desired results of the parties.</p> <p>We will deal with “ideas” on how to enter into, and then get a transaction completed. There are different ways to do a business transaction in much broader terms than the laws of any country.</p> <p>My experience around the world has taught me that there are established norms around the world on how to buy real estate or buy a company, how to do a merger of companies, or how to do a joint venture.</p> <p>I have set my responsibility as a lecturer to increase my students’ future success in law and business, whether representing private clients, government agencies, parties going into a private or publicly owned business, or going into teaching, being a Judge, or going into politics.</p> <p>I also believe that the knowledge of the “Art of Negotiation” is applicable to success in business and in life, itself.</p>
Schedule	<ol style="list-style-type: none">1. Course goals-purpose, meeting times; History of Commercial or Business Law; Use of actual contracts2. The first stages of the business deal; Confidentiality agreement3–4. Types of Business Organizations5-6. Study of the Contract Form of a Purchase and Sale7-8-9. Mediation; Arbitration; Protecting Positions10–11. The Art of Negotiation12. Final Exam; Evaluation of the performance of the lecturer

Materials/Recommended readings	The reading materials will be made electronically available to the students approximate two weeks before the first lecture
Assessment/Exam	The exam will be given on the last scheduled lecture day. I hand out the exam in class to my students; the students take the exam, and turn in the exam back to me when they are finished. I grade them within two weeks.