What does this guide cover?

This guide covers those courses that may loosely be categorized as business law and entrepreneurship. These courses cover topics ranging from corporate law, general business law, finance, taxation, securities, intellectual property, and corporate and commercial transactions. Wayne’s offerings are intended to provide students with an introduction to general business and transactional law and entrepreneurship as well as the ability to specialize in particular areas of interest, such as commercial litigation. This guide provides several course pathways that students may take for a variety of practices.

Pathways to a career as a business and entrepreneurship lawyer

The following are suggestions for course paths that students may select for a variety of business and entrepreneurship practices, as follows:

I. Tax practice
   a. Professors McIntyre, Beale and Schenk

II. General business practice
    a. Professors Beecher-Monas, Brower, Cancelosi, Dolan, Henning, Joswick, Sugar and Zacks

III. Corporate/Securities & “Deal” Practice
    a. Professors Beecher-Monas, Brower, Joswick, Qin, Sugar and Zacks

IV. Business and Community Law (clinic) 
    a. Professors Webster and Williams

V. Patent practice
    a. Professor White

VI. General intellectual property practice
    a. Professors Perzanowski, Rothchild, Weinberg, and White

VII. Commercial litigation
    a. Professors Bartell, Beecher-Monas, Dolan and Henning

The paths are described below. Each path may contain (i) “General Prerequisites,” which are courses required for enrollment in many upper level courses, (ii) “Recommended Courses,” which are courses strongly recommended for the practice area (but are not necessarily prerequisites), and (iii) “Useful/ Specialization Courses,” which are courses designed to permit students to obtain an enhanced understanding in a particular practice area or develop particular legal skills.
The crucial first semester of the second year

Students planning for a career as a business lawyer are strongly encouraged to take two transactional courses, Taxation and Corporations, as soon as possible, preferably in the first semester of their second year. Taking these two courses as soon as possible is important for two reasons. First, both are important transactional courses. Second, both are prerequisites for many other important transactional courses. Getting these two courses completed early greatly increases a student’s opportunities for putting together a set of courses that provide the academic background for a career as a business and entrepreneurship lawyer.

How are business law and entrepreneurship courses taught?

These courses are taught in a variety of ways. Some use a transactional method. Under this method, students are introduced to problems that simulate the problems that might occur in a transactional practice. Other transactional courses may use some problem sets but may combine them with more traditional teaching methods. In other cases, problem sets are not used at all or only tangentially. The faculty teaching transactional courses believe that students benefit from a mix of pedagogical techniques, and most courses employ several techniques.

How do I get more information?

For more information regarding transactional law course offerings or this guide, you should contact one of the professors listed above.
# Tax Practice

## General Prerequisites
- Corporations
- Taxation

## Essentials
- Partnership Taxation
- Corporate Taxation or Business Planning

## Useful/Specialization Courses

### Domestic Tax Practice
- Adv. Corp. Tax Problems
- Multistate (state/local) Taxation
- Taxation of Real Estate Transactions
- Taxation of Non-Profit Organizations
- Estate, Gift and Inheritance Tax

### International Tax Practice
- International Aspects of U.S. Taxation
- International Business Translations
- International Tax Treaties
- International Finance

### Other (Tax)
- Tax Policy Seminar
- Value-Added Tax

### Other (Non-Tax)
- Accounting for Lawyers
- Employment Law
- White Collar Crime
- Mergers & Acquisitions
- Corporate Finance
- Employee Benefits
- Securities Regulation
- Secured Transactions
- Advanced Topics in Corporations

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# General Business and Entrepreneurship Practice

## General Prerequisites
- Corporations
- Taxation

## Useful/Specialization Courses

### Corporate/Business Law
- Business Planning
- Advanced Sales and Leases
- Mergers and Acquisitions
- International Business Transactions
- International Commercial Arbitration
- Secured Transactions
- Small Business Clinic
- Developing the Commercial Real Estate Project

### Securities
- Securities Regulation
- Securities Litigation

### Skills
- Contract Drafting
- Negotiations

### Finance
- Corporate Finance
- Real Estate Finance

### Tax
- Corporate Taxation
- Partnership Taxation
- Advanced Corporate Tax Problems
- International Aspects of U.S. Taxation

### Other
- Accounting for Lawyers
- Intellectual Property
- Administrative Law
- Employment Law
- Employee Benefits
- Bankruptcy
- Commercial Systems
- White Collar Crime
- Antitrust
- Evidence
- Trust and Estates
- Health Care Organizations and Finance
## Transactional/“Deal” Practice

### General Prerequisites
- Corporations
- Taxation

### Useful/Specialization Courses

#### General Transactions
- Mergers and Acquisitions
- Business Planning
- Corporate Taxation
- International Business Transactions
- Secured Transactions

#### Securities Offerings
- Securities Regulation

#### Tax
- Partnership Taxation
- Advanced Corporate Tax Problems

### Finance Transactions
- Corporate Finance
- Real Estate Finance
- Foreign Direct Investment

### Other
- Accounting for Lawyers
- Employee Benefits
- Environmental Law
- Labor/Employment Law
- Securities Litigation
- International Aspects of U.S. Taxation

### Skills
- Contract Drafting
- Negotiations

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## Business and Community Law Clinic

### General Prerequisites
- Corporations
- Professional Responsibility

### Useful Courses

#### Drafting
- Contract Drafting
- Legal Drafting

#### Contracts
- Advanced Sales and Leases

#### IP
- Intellectual Property

### Other
- Corporate Taxation
- Business Planning
- Interviewing & Counseling
- Effective Oral Communication for Lawyers
- Employee Benefits

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## Patent Law

### Recommended Courses
- Civil Procedure B (prerequisite for Patent Enforcement)
- Patent Law

### Useful/Specialization Courses

#### Intellectual Property
- Patent Enforcement
- Patent Application Preparation

### Other
- Contract Drafting
- Antitrust
- Taxation
- Corporate Taxation
- Business Planning
Intellectual Property - General

**Recommended Courses**
- Introduction to Intellectual Property (Fall 2L year) (in lieu of Trademark, Copyright and Patent)
- Trademark
- Copyright
- Patent
- Law of Electronic Commerce

**Useful/Specialization Courses**

**International**
- International Intellectual Property

**Domestic**
- Entertainment Law
- Patent Application Preparation
- Patent Enforcement

**Other**
- Law in Cyberspace
- Telecommunications Law
- Contract Drafting
- Taxation

Commercial Litigation

**Recommended Courses**
- Corporations
- Taxation
- Evidence

**Useful/Specialization Courses**

**Corporate/Business**
- Secured Transactions
- Bankruptcy
- Securities Regulation
- Corporate Finance
- Advanced Sales & Leases
- Advanced Corporate Tax Problems
- Commercial Systems
- Real Estate Finance
- Developing the Commercial Real Estate Project

**Litigation**
- Pretrial/Trial Advocacy
- Securities Litigation
- Employment Discrimination
- Labor Law
- Labor Arbitration
- Bankruptcy
- White Collar Crime

**Other**
- Health Care Quality, Licensing & Liability
- Energy Law
- Employment Law
- Intellectual Property
- Professional Responsibility
- Contract Drafting
- Negotiations