SKGL 0156. Counseling and Advocacy in Intellectual Property and Information Technology Matters. (2 Credits)
This course is designed as an experiential course for LL.M. students wishing to understand how to address the needs of diverse clients with issues related to intellectual property and information technology law in a comprehensible, business-friendly and cost-efficient manner.
Attributes: EXP, LAW, LLM.

SKGL 0204. In-House Lawyering and Dispute Resolution. (2 Credits)
In this experiential, skills-based class co-taught by the former General Counsel of Mastercard, students will learn, and practice, the skills necessary to successfully prevent and manage disputes as an in-house lawyer — a skill that is critical if you become an in-house lawyer yourself and quite valuable when you have one for a client. Students will practice handling a dispute, beginning with interacting with senior management upon learning of a dispute, investigating and ascertaining the relative strengths and weaknesses of a matter, including preforming corporate early case assessments. This will include a damages analysis, law firm selection, early mediation decision-making and other methods which will help students understand the various options there are for early dispute resolution and how to determine how best to leverage these tools to drive thoughtful resolutions. The students will also learn about negotiating strategies, what to consider in selecting outside counsel, what to consider in drafting dispute resolution provisions (litigation vs. arbitration) and how to be an effective advocate in a mediation.
Attributes: EXP, LIDR, LLM.

SKGL 0299. Fundamental Lawyering for LL.M. (3 Credits)
We will discuss some of the skills that affect most areas of law. We will begin the course with an overview of the professionalism demanded by the profession. We will then move onto communication skills, especially in the context of communicating with those from different backgrounds. After these introductory classes we will tackle the skills of interviewing, fact analysis, counseling, and negotiation. In each of these areas the students will simulate these important areas of practice and critique each other’s performance. There will be a panel where the students will hear from practitioners in various practice areas who will discuss how these skills are applied in their practice. Finally, we will wrap up the class with a discussion of what we can take away from these areas as we potentially head towards trial and students will apply the case theories developed over the course and deliver an opening statement. Students will be evaluated based on participation and preparation in simulations and analysis, developments of theories and strategies, and any written assignments. There will be no examination.
Attributes: EXP, LLM.

SKGL 0321. International Law and Justice Practicum. (2 Credits)
In this course students examine factual scenarios, identifying and analyzing whether international law rights are at risk. Through a series of integrated readings and interactive exercises, activities, and legal writing assignments, students develop lawyering skills as well as a nuanced understanding of the doctrine underlying public international concepts, and the legal theory that has developed around specific areas of international law. Through integrated exercises, students refine their legal writing skills and practice making legal arguments in small group formats and larger public settings, for a variety of audiences and sophistication levels. With direct oversight and supervision, as well as a system of self-evaluation journaling, each student is provided with detailed feedback and training on their performance in a variety of lawyering tasks in the following four three-week units: Unit 1 - Crimes Against Humanity, Unit 2 - Public Environmental International Law, Unit 3 - Human Rights and Gender-Based Violence, Human Trafficking, and International Women’s Day, and Unit 4 - Blockchain, Cryptocurrencies, and Privacy: Regulation in International Law.
Attributes: EXP, INLJ, LLM.

SKGL 0521. Foreign Account Tax Compliance Act and Global Tax Compliance. (2 Credits)
In this experiential learning course, students develop professional skills needed to counsel and represent clients regarding legal, strategic, and ethical issues that typically arise in an international arbitration practice. Through a series of interactive, integrated exercises and legal writing and video assignments, students develop lawyering skills as well as an understanding of international arbitration law, rules and practice. With direct oversight and supervision, as well as written self-evaluation, each student is provided with detailed feedback and training on their performance in a variety of lawyering tasks. The class will include a mock arbitration hearing at the New York International Arbitration Center, one of the world’s leading arbitral facilities.
Attributes: EXP, LAW, LIDR.

SKGL 0529. Commercial Drafting for LLMs. (2 Credits)
We will review the structure and elements of contracts. Students will work on various types of agreements and learn how to apply the elements most effectively and clearly. We will also discuss working and dealing with the client and negotiation strategies for the agreement.
Attribute: LLM.

SKGL 0708. Advising the Global Commercial Client. (2 Credits)
This course is designed as an experiential course for any LLM student who wishes to understand the needs of the global commercial client in order to provide the best counselling and service. The hypotheticals we will address and role playing are presented from the in-house perspective, but apply equally to students who intend to enter the law firm setting. In-house counsel are among the most important clients for law firm counsel to retain.
Attributes: EXP, LAW, LAWI, LLM.

Updated: 10-04-2019
SKGL 0909. International Business Transactions: A Practical Perspective. (2 Credits)

This course is designed to introduce the student to several types of frequently encountered private international transactions - joint ventures, private equity, strategic alliances, partnerships, and mergers and acquisitions - and the role that counsel plays from inception to closing. The course will be divided in two units. The first unit, comprising four sessions, will begin with a look at the concept of "risk." Students will learn to identify different types of risk with the goal of understanding the ways they can be allocated among the parties to a transaction. We will discuss what makes a transaction international and how cross border arrangements differ from domestic deals. We will review basic concepts such as capital structure, how businesses are financed, and the interrelation between debt and equity as an introduction to the hypothetical case that we will discuss in the second unit. The second unit will be structured around a simulated negotiation exercise in which the class will be divided in two groups, one representing a US based company and the other a local partner in a third country jurisdiction.

The purpose of the course is to provide students with an opportunity to experience the development of an international business transaction in a context that replicates actual legal practice. We will follow the stages of a hypothetical international transaction and the documentation that accompanies each phase. Through practical exercises and interactive participation, we will discuss, analyze and draft a letter of intent, a term sheet and selected sections of deal documents. We will discuss the importance of legal due diligence and how to undertake it. We will look at specific aspects of the US regulatory framework that may impact a cross border transaction as well as cultural barriers and ethical issues that an international lawyer may face in these types of arrangements. Emphasis will be made on real life examples and practical experience. Through direct supervision and self-evaluation, students will receive regular feedback and training during the semester. Negotiations and class assignments will help develop problem solving and written and oral communication skills. Students will gain insight into the dynamics of cross border deals and the different strategies used in negotiations.

Attendance Policy: Mandatory. Students are expected to meet outside of class to develop strategies and prepare for negotiations.

Grading: Class participation accounts for 50% of the final grade. Each student will submit two written memoranda (weeks 8 and 12) with an update on the status of the negotiations, an analysis of the outcome, a description of the strategy to be pursued, the student's contribution to their team, and specific recommendations (two to four pages each memorandum). The two memoranda will account for 30% of the final grade. At the end of the semester, each student will submit a written self-evaluation covering the extent to which course objectives have been realized and his/her personal contribution to their respective team. The self-evaluation will account for the remaining 20% of the grade.

Attributes: EXP, LAWI, LIDR, LLM.