



MBA (LAW)





THE LEGACY

In 1981, Shri Vile Parle Kelavani Mandal (SVKM) established Narsee Monjee Institute of Management Studies (NMIMS) to meet the growing demand for management education.

The consistent academic qualities, research focus, faculty from top national and global institutes and strong industry linkages at NMIMS have placed it amongst the nation's prime centres of educational excellence and research. In 2003, NMIMS was declared a deemed-to-be university under section 3 of the UGC Act 1956 and Category - 1 in Graded Autonomy Regulation, 2018 by UGC/MHRD.

With the legacy of 40 years, NMIMS has grown to being not only one of the top-10 B-schools in India but also emerged as a multi-disciplinary University with seven campuses at Mumbai, Navi Mumbai, Indore, Shirpur, Dhule, Bengaluru and Hyderabad and thirteen constituent schools that include Management, Engineering, Pharmacy, Architecture, Commerce, Economics, Law, Science, Liberal Arts, Design, Aviation, Intellectual Property and Distance learning.

Today more than 17000+ students and 750+ full time faculty members are part of India's most sought after academic community i.e. NMIMS.

SCHOOL OF BUSINESS MANAGEMENT

Established in 1981, School of Business Management's goal is to provide a life changing experience to students. It believes in developing leadership and decision making capabilities to its graduates through a relevant management curriculum and development of skill sets to serve the industry and society as managers, business leaders or as entrepreneurs.



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MESSAGE FROM THE DEAN

With growing need of business legal professionals in rapidly globalising economy, the market presents new challenges as well as new opportunities. To connect the dots between law and business management. School of Business Management has introduced a new generation programme MBA (Law) by the School of Business Management, NMIMS, Mumbai in association with the School of Law.

Graduates with three or five year LLB degree or professional qualifications like Chartered Accountancy, Company Secretary or Cost and Management Accountancy get opportunity to learn and enhance knowledge of business administration and business laws from a global perspective. With economies integrating into the world market, knowledge of both management and law, across areas such as soft skills, finance, marketing, sales, supply chain, leadership, people management, business development and negotiation abilities are required for the range and expertise needed to succeed in this dynamic business ecosystem.

In our journey, we have always received support from the industry that has seen a value proposition in our offerings.

The new course marks a beginning of fortification of this association. I would like to take this opportunity to request the companies for continued support to our students of MBA (Law). I am most certain that you will have an engaging placement process this year.



Dr. Ramesh Bhat

**Vice Provost (Academics) &
Dean - School of Business Management**

CHAIRPERSON'S DESK

Dr. Paritosh C Basu is a full time Senior Professor of the NMIMS University School of Business Management, Mumbai for about last seven years. He is engaged in several research and consulting activities. His current areas of work include professional scepticism, block chain, artificial intelligence and digital transformation. He has in recent years chaired the World Block chain Summits and World AI and RPA Show held in Moscow, Dubai and Mumbai.

He holds a post graduate degree in Commerce and was awarded Ph. D. on 'Transfer Pricing' by the Calcutta University in 1999. He is a fellow member of the Institute of Chartered Accountants of India and the Institute of Cost Accountants of India, and a life member of the Computer Society of India.

Dr. Basu has served MNCs and Indian Corporates for about thirty-four years. His last two engagements of over eleven years were that of the CFO and Global Group Controller. His experience in corporate spans over a wide spectrum of functional areas, across continents:

- Corporate finance, treasury, strategic planning and controlling, accounting and reporting under IGAAP and IFRS, risk enabled performance management, due diligence, governance, management audit, etc. in MNC and conglomerate environment,
- Mergers and acquisitions, restructuring, IPO and listing in overseas and domestic stock exchanges, FCCBs and other overseas loan market transactions;
- Extensive IT enablement of operations, accounting and reporting with multiple systems development and integration, establishment of paper-less shared services centre, etc.; and
- Corporate training and development, mentoring, knowledge management, MDPs, consulting and advisory services.

He is the founder of Innoventionians and Associates www.innoventionians.com and may be reached through LinkedIn and Twitter handle [@paritoshbasu](https://twitter.com/paritoshbasu). One can know more about his work at <http://sbm.nmims.edu/faculty-and-research/faculty/basu-paritosh/>.

Dr. Paritosh C Basu

Senior Professor & Programme Chairperson – MBA Law



ABOUT MBA (LAW)

Law and business are more interconnected than ever. As we move forward lawyers will need to have deeper business insights with understanding of corporate strategies, marketing, finance, operations and human resource management, organisational dynamics, business risks and compliance requirements. They need to have appropriate soft skills and inputs for emotional Intelligence for achieving better application orientation with quality and speed of deliverables.

More and more corporations have turned to lawyers to serve as CEO or in other business leadership roles, especially when the firms operate in highly regulated markets. NMIMS, School of Business Management offers a two year – full time MBA program to address the needs of students interested in business and law.

Responsible corporate managers can rarely make any significant business decisions without awareness of the possible legal Implications and compliance requirements. Conversely, lawyers who advise corporate management must have an awareness of impacts and Implications of their legal advice on business. There is always a strong demand for those with the skills and understanding of the interwoven aspects of both business and law.

MBA (Law) bridges the knowledge gap by bringing management and law together. All the MBA courses teach management skills but they remain lacking in the knowledge of corporate, IPR and Commercial Law. In the current scenario more mergers and acquisitions are taking place and a mere law graduate or a mere MBA graduate may not be capable to handle such cases

MBA (Law) Program of NMIMS is the first program of its kind in the nation and one of the first few in the world. It equips its students for success, whether they aspire for leadership in business and know the value of legal expertise, or whether they are primarily interested in a career in law but seek a solid foundation in management

There are several advantages of having leaders with a lawyer's eye for detail and a manager understanding of business process in an organization. A few of the benefits to the organization enticing the services of leaders of such background are:

- *Reduction in external legal spending
- *Better management of in house legal department
- *Risk management
- *Corporate governance and compliance
- *Leadership which can understand the changing needs of the business in a highly dynamic global ecosystem.

CORPORATE PARTNERS

			
			
			
			
			
			
			
			

PROGRAM PEDAGOGY

Distinguished faculty members from academia, legal world and industry will deliver the program through lectures, presentations, and contemporary simulation based interactive case studies to facilitate application oriented practical implementation of theories and concepts. Students will be engaged in discussions based on pre-circulated published papers, case studies and caselets with complex problems drawn from critical issues faced by industries. Case studies from HBS and other reputed Case Library for management subjects and cases of Supreme Court and High Courts for law subjects will be discussed for analytically dealing with various types of contemporary problems and issues related to legal and business management related courses as well as tools and methodologies for resolution thereof. Students will also be exposed to analysis of management films, lectures of renowned professors and workshops delivered world class consultants/practitioner's. Some of the classes will be conducted in a workshop mode for bringing in application orientation. Students will also be benefited by working on assigned research based projects as well as clinical mode projects and collective / shared learning from writing papers and short presentations on covering the course content.

COURSE STRUCTURE



COURSE OUTLINE

Master of Business Administration (LAW)

First Year (2019-2020)

	Trimester I	Trimester II	Trimester III
Law Courses			
Business Environment and Strategy	<ul style="list-style-type: none"> • Business Contracts (3) • Legal Methods (3) 	<ul style="list-style-type: none"> • Intellectual Property Rights (3) • Corporate Governance and Compliances (3) 	<ul style="list-style-type: none"> • Law on Infrastructure Development including environmental compliances (3)
Finance			<ul style="list-style-type: none"> • Law of Bankruptcy and Insolvency (3) • Foreign Direct Investment and International Trade (3) • Banking and Insurance Laws (3) • Corporate and International Taxation (3)
Information System			<ul style="list-style-type: none"> • Internet, e-Commerce and Cyber Laws (3)
Management Courses			
Business Environment and Strategy	None	None	
Communication	<ul style="list-style-type: none"> • Oral Communication and Soft Skills (3) 	<ul style="list-style-type: none"> • Business Communication (3) 	
Economics	<ul style="list-style-type: none"> • Business Economics (3) 		
Finance	<ul style="list-style-type: none"> • Financial Statement Analysis (3) 	<ul style="list-style-type: none"> • Corporate Finance (3) 	
Human Resource and Behavioral Sciences	<ul style="list-style-type: none"> • Individual Dynamics and Leadership (3) 	<ul style="list-style-type: none"> • Group and Organization Dynamics (3) 	
Information System			
Marketing Area		<ul style="list-style-type: none"> • Marketing Management (3) 	
Operations and Decision Sciences	<ul style="list-style-type: none"> • Statistical Analysis (1.5) • Operations Research (1.5) 		
No. of Credits:	21	18	18

Total No. of Credits: 57 **Total Courses: 20**

Pinky Shah
Course Coordinator

Dr. Paritosh Basu
Programme Chairperson

Mr. Tejash Somaiya
Deputy. Registrar

Dr. Ramesh Bhat
Dean SBM

COURSE OUTLINE

Master of Business Administration (LAW) **Second Year (2019-2020)**

	(July to August)	Trimester IV	Trimester V	Trimester VI
Compulsory Courses	Summer Internship **			
Law Courses				
Business Environment and Strategy		<ul style="list-style-type: none"> • Litigation Management (3) 	<ul style="list-style-type: none"> • Competition Law (3) 	<ul style="list-style-type: none"> • Alternative Dispute Resolution Mechanisms (3) • Economic Offences (3)
Finance			<ul style="list-style-type: none"> • Financial Markets Regulations (3) • Legal Aspects of Merger, Acquisition and Restructuring (3) 	
Management Courses				
Business Environment and Strategy		<ul style="list-style-type: none"> • Strategic Management (3) • Research Project Dissertation (6) 	<ul style="list-style-type: none"> • Environment Management (3) 	<ul style="list-style-type: none"> • Ethical Issues in Management (3)
Communication			<ul style="list-style-type: none"> • Negotiation Skills (3) 	
Economics				
Finance		<ul style="list-style-type: none"> • Project Finance (3) • International Finance (3) 	<ul style="list-style-type: none"> • Operational and Financial Risks Management (3) • Merger, Acquisition and Restructuring (3) 	<ul style="list-style-type: none"> • Strategic Financial Management (3) • Entrepreneurship and Venture Capital Management (3) • Financial Institutions and Markets (3)
Human Resource and Behavioral Sciences		<ul style="list-style-type: none"> • Human Resource Management (3) 	<ul style="list-style-type: none"> • Emotional Intelligence (3) 	
Information System		None	None	None
Marketing Area				<ul style="list-style-type: none"> • Customer Relationship Management (3)
Operations and Decision Sciences		None	None	None
No. of Credits:		21	24	21

Total No. of Credits: 63 **Total Courses: 20**

**Summer internship is Non-credit compulsory course.

However, the candidate needs to satisfactorily complete the project as an essential partial fulfillment of the requirements for award of MBA degree. Figure in the bracket represent number of credits. Each full credit will be of 20 sessions. Each session of 1hr. & 30 min.

Pinky Shah
Course Coordinator

Dr. Paritosh Basu
Programme Chairperson

Mr. Tejash Somaiya
Deputy. Registrar

Dr. Ramesh Bhat
Dean SBM

BOARD OF STUDIES

- Dr. Alok Mishra, Dean, NMIMS, Kirit P Mehta School of Law Mr. Yash Asher, Partner Cyril Amarchand Mangaldas
- Mr. Nandan Pendse, Partner, AZB and Partners
- Mr. Sanjay Jain, CFO, Future Group
- Mr. Khushboo Panthaky, Partner, Grant Thornton LLP
- Mr. Nayan Mehta, CFO, BSE Ltd.
- Mr. Nilanjan Sinha, Head – Legal India and South East Asia
- Mr. Akeel Master – Partner – BSR & CO.



ELIGIBILITY & SEATS

1. The candidate should have passed in the examination conducted by a recognized University leading to award of LL.B. /B.A. LLB /B.B.A. LLB / B.Sc LL.B ./LL.M. or a similar such degree (with minimum 50% in final year examination or aggregate in all years).
2. Candidates who have appeared for the final year examinations may also apply. Their initial admission, if selected, will be provisional and will be confirmed after submission of the final year/semester/trimester mark sheet and fulfilling the eligibility criteria for final percentage/marks.
3. Candidates who have duly passed any one of the final examination conducted by the Institute of Chartered Accountants of India, the Institute of Cost Accountants of India or the Institute of Company Secretaries of India.
4. Candidates who have cleared their graduation program, as listed in serial number 1 above by doing part-time course or through distance learning, correspondence courses, externally, open school from recognized University are eligible to apply and register as per UGC guidelines.

Numbers of Seats: 40

APPLICATION & SELECTION PROCEDURE

Application Procedure:

Online registration at www.nmims.edu

Before filling the online form, please read all the instructions mentioned in the instruction sheet and also refer the important dates.

Online Registration Fees is Rs. 2,000/- plus taxes (This is one-time fee, no fees will be charged for Personal Interview)
Registration Fees are non-refundable.

Payment of registration fees can be made by credit card (visa/ master).

Selection Procedure:

Written Test conducted for MBA (Law) Program by NMIMS or candidates with GMAT score of 600 and above (GMAT score of last 5 years will be considered) or candidates with score of 200 & above in NMAT by GMAC for 2020 admissions AND Personal Interview

CAREER PROSPECTS

Major sectors needing these professionals are Manufacturing; Service Industries; Government and PSUs; FMCG; Infrastructure; Education; Healthcare; Retail; Tourism and Hospitality; Automobile; Banking; Finance Insurance; Consultancy.

Roles

MBA (Law) graduates can assist these industries in the following areas

Corporate Houses	<ul style="list-style-type: none">• Legal Counsel of Corporate Houses Contracts and Operations Management• Deal Reviews, Negotiations, Secretarial and Corporate Laws, Regulations• Business Restructuring, IPO, Funding Deals by Banks, AIMS and FIs
Consultancy	<ul style="list-style-type: none">• Transaction Advisory MBA, Restructuring IPO and Listing Due Diligence,• Risk Advisory, IFC FR, Dispute Resolution, Negotiation, Funding Contracts• Various types of Consultancy Services by Law Firms to Corporate Clients
IT, ITES & Ecommerce	<ul style="list-style-type: none">• Cyber Laws, IPR Information Security. Dispute Management• Telecommunication, Fintech, E Commerce, Dispute Resolution• Legal Software and related Digitisation of Legal Services, Compliance
BFSI Sector	<ul style="list-style-type: none">• Investment Banking and Financial Services by Banks, NBFC, AIFS. FIs• Insurance, MES. IFs, Brokerage Firms• Due Diligence, Contract and Litigation Management
Others	<ul style="list-style-type: none">• Social Entrepreneurs and NGO with funding sources under FARC• Cyber Security, IPS and Arbitration, Legal Audit• Consumer Protection HR Management ESOP Shared Legal Services, etc

In House Counsel: These attorneys urge businesses with the management of their legalities. They are also responsible for developing legal policies that their business unit leaders and could ask questions about structuring deals, contracts and even approaching litigation guide the business operations of the company The MBA (Law) graduate provides a large benefit since client are business unit leaders and could ask questions about structuring deals, contracts and even approaching litigation.

Management Consultant: These consultants help businesses improve their performance by focusing on business strategy, structure, management and operations. The business fundamentals learnt in business school and the logical reasoning obtained in law school make MBA(Law) graduates a great choice for such roles.

Business Law: Corporate lawyers handle complex transactional matters involving business mergers, acquisitions and corporate restructuring, investment banking, financial restructuring and fund raising. They may also deal with real estate transactions, intellectual property, private equity and white collar crimes, cyber-crimes, contract management, alternate dispute resolution etc.

There might be a consolidation of these roles or just a standalone portfolio. But MBA (LAW) graduates are going to be trailblazers and highly sought after professionals in the changing phase of our economy and any organisation which inculcates these professionals is bound to benefit immensely.



DISTINGUISHED FACULTY

- **Dr. Bala Krishnamoorthy** - Associate Dean Accreditation and Professor
- **Dr. Paritosh Basu** - Senior Professor and Programme Chairperson - MBA Law
- **Dr. Smita Mazumdar** - Assistant Professor and Programme Chairperson - MBA
- **Dr. Madhavi Gokhale** - Discipline Chairperson (Communications and Soft Skills) and Professor
- **Dr. Sujata Mukherjee** - Associate Prof and Faculty In Charge - ETW
- **Prof. Seema Rawat** - Program Chairperson MBA Human Resource and Assistant Professor
- **Dr. Anupam Rastogi** - Professor
- **Dr. Sangita Kamdar**
- **Dr. Rashmi Khatri** - Assistant Professor
- **Dr. Hema Bajaj** - Associate professor
- **Dr. Nafisa Kattarwala** - Associate professor
- **Dr. Shailaja Rego** - Associate Professor
- **Prof. Arti Deo** - Assistant Professor
- **Ms. Sohini Shrivastav** - Assistant Professor and Area Chairperson, KPMSOL
- **Mr. Sunil George** - Assistant Professor and Area Chairperson, KPMSOL
- **Mr. Rakesh Nambiar** - Assistant Professor and Area Chairperson, Co-Curricular and Extra Curricular Activities
- **Ms. Deepika Chhangani** - Assistant Professor, Intellectual Property Laws, Constitutional Law Mrs.
- **Richa Kashyap** - Assistant Professor, Commercial and Corporate laws

VISITING FACULTY

- **Mr. Samir H Kanabar** - Partner, Ernst and Young LLP
- **Mr. Suresh Nair** - Partner, Ernst and Young LLP, Indirect taxes-Infrastructure, Industrial and Consumer
- **Advocate Asim Vidyarthi** - Independent law practice professional
- **Mr. Aashish Pawaskar** - Coordinator, University of Mumbai Thane Sub-Campus
- **Mr. Namit Gehlot** - Senior Associate, SJ Law Advocates and Solicitors
- **Mr. Subhrrang Mukherjee** - Senior legal counsel, Hewlett Packard enterprise
- **Dr. Rajendra M Ganatra** - Consultant, Managing Partner, Capital Partners
- **Mr. Srikant Aithal** - Assistant Professor(Law), KPMSOL
- **Mr. Sreedharan D. Chakravarthy** - Adjunct Professor
- **Mr. Tarun Kheir** • **Ms Pooja Terwad**
- **Mr. Asim Vidyarthi** • **Mr. Anant Amdekar**
- **Ms. Seema Mehta** • **Adv. Harshal Shah**
- **Mr, Sagar Advani** • **Ms. Mehek Kapoor**

»»» Guest Sessions for Academic Year 2018-19 «««

NAME OF COMPANY	NAME OF SPEAKER	POSITION	TOPIC
Schindler	Mr. Atul Juvle	GC Compliance Officer CS	Frauds, Investigation, Detection & Evidencing
Zycus	Ms. Shiksha Singh	Legal Executive	Business Contracts
Aditya Birla Sun Life Insurance	Mr. Amber Gupta	Head- Legal & CS	Insurance Laws & Amendments to Consumer Protection Act.
Nielson	Ms. Sandhya Vishal	Chief Counsel & Integrity Officer	Ethics & Compliance; Evolving role of a General Counsel
SBI Cards & Payment Services	Mr. Pawan Kumar	Sr. Vice President Legal & Head (Litigation)	Artificial Intelligence
Mayur Batra Group	Mr. Aditya Tiwari	Director- Legal Vertical	Payments & Settlements Systems
ISS Facility Services India Pvt. Ltd.	Mr. Ajay D'Cruz	Head- Legal & Secretarial	EU-GDPR

»»» Guest Sessions for Academic Year 2019-20 <<<<

ENTITY NAME	NAME OF SPEAKER	POSITION	TOPIC
B4U Television	Ms. Natasha Fernandes	Head of Legal	IP Law and journey as a media lawyer
VIP Industries Ltd	Mr. Anand Daga	Head of Legal- India	Basics of Corporate Governance, Litigation Management and M&A
Nishith Desai Associates	Mr. Milind Antani	Lead- Pharma, Healthcare, Medical Device & Digital Health Practice, Social sector practice	Pharma and Healthcare in India- Navigating Legal and Regulatory Challenges
R K Dewan & Co.	Ms. Rushma Jhaveri	Advocate and Patent analyst and Patent Agent	Introduction to IPR across various fields
Flipkart	Mr. Rajendra Punde	Director and Head Legal	Succeeding as an In-house counsel
Tata Realty and Tata Housing	Ms. Parveen Mahtani	Head Legal and Compliance	Technicalities of Business Contract Drafting
National Stock Exchange	Ms. Mini Gyan Gautam	Sr. Legal Manager	Leadership Talk
EY	Ms. Kulbir Kaur	Associate Partner	GDPR & PDPB
Mr. Bhargesh Ojha	Kotak Mahindra Bank Ltd	Sr. Executive VP & GC	Strategic Management
Mr. Mario Sequeira	Glenmark Pharmaceuticals	Legal Professional	Patent Laws
Mr. Dominic Dsouza	Media & Entertainment Industry	Advisor	Copyright Laws
J, Roshan Dalvi	High Court of Bombay	High Court Judge (retired)	Legal Workshop
Mr. Pranav Chudgar	EY	CFA	Risk Management
Mr. Kirit Amichandwala	EY	Director- Assurance	Essentials of Contract Drafting
Mr. Nilanjan Sinha	ICICI Bank	Head Legal	Strategic Management for corporate lawyers

MBA LAW Final Placement details

PROGRAMS	BATCH	TO BE PLACED
MBA LAW	12	3

Sr No	NAME OF THE COMPANY	NO OF STUDENTS PLACED	CTC LAKH PER ANNUM	REMARKS
1	Marsh	1	10.5	Converted Internship to PPO
2	Marsh	1	10.5	Converted Internship to PPO
3	PWC	1	10	Final Placement process
4	PWC	1	10	Final Placement process
5	PWC	1	10	Final Placement process
6	PWC	1	10	Final Placement process
7	Indus Ind Bank	1	8.5	Final Placement process
8	Indus Ind Bank	1	8.5	Final Placement process
9	Indus Ind Bank	1	8.5	Final Placement process

MBA LAW Summer Placement details

PROGRAMS	BATCH	TO BE PLACED
MBA LAW	26	22

Sr No	NAME OF THE COMPANY	NO OF STUDENTS PLACED	STIPEND PER MONTH	REMARKS
1	Marsh	1	35 k	
2	Marsh	1	35 k	
3	Marsh	1	35 k	
4	Mahindra & Mahindra	1	10 k	



**SCHOOL OF
BUSINESS MANAGEMENT**

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