LAW & BUSINESS

MANY NEW LAWYERS learn business practices and culture the hard way — on the job. Others enroll in combined J.D.-M.B.A. programs, requiring an additional year of study. Virginia offers a third way: The John W. Glynn, Jr. Law & Business Program, which builds a bridge between law school and the real problems encountered in business law practice. By integrating business and legal analysis into the law school classroom, the program better prepares students to serve their future clients from day one.

LED BY ANDREW VOLLMER, former deputy general counsel at the Securities and Exchange Commission, the program is designed for students aspiring to structure and negotiate business transactions, advise company directors and management, represent businesses in litigation and disputes, begin their careers in a corporate position, or serve in government regulatory agencies. Students who participate in the program gain experience with the types of sophisticated and challenging projects they will encounter in their careers.

CURRICULUM Students can take advantage of an extensive set of curricular opportunities, including courses that cover business methods, core business law subjects (some with enhanced Law & Business versions) and advanced courses.

BUSINESS METHODS AND SKILLS
For students without a background in basic finance, accounting or other business methods, several courses taught by UVA’s business and law faculty lay a foundation for the analytical thinking required, and language used, in the corporate world. They include Accounting and Corporate Finance, Corporate Strategy, and other classes focused on business skills.

CORE COURSES
Core business law courses include Corporations, Securities Regulation, Bankruptcy, Employment, Environmental Law, Income Tax, Antitrust and Intellectual Property.

ENHANCED CORE LAW & BUSINESS COURSES
Several of the core courses have a Law & Business version that incorporates finance and quantitative concepts. These typically include Corporations, Securities Regulation, Secured Transactions, Corporate Finance, and Mergers and Acquisitions, and are often taught by resident faculty members with graduate degrees in economics or finance. A student wishing to take the enhanced Law & Business version as an alternative to the standard core course must have had the introductory course in Accounting and Corporate Finance or have equivalent experience.
ADVANCED COURSES

Typically offered in small seminar settings, advanced courses prepare students for real-world situations and teach students how to use the law to find constructive solutions to business problems. Top practitioners from law firms, business and government, as well as UVA faculty, engage students in hands-on practice, such as deal-structuring and exercises in negotiating and counseling. These opportunities reflect Virginia’s commitment to preparing the next generation of leading business lawyers and corporate executives. 

Courses in recent years included:

ADVISING THE BOARD OF DIRECTORS IN A Mergers and acquisitions world, taught by Myron T. Steele, former chief justice of the Delaware Supreme Court

CORPORATE STRATEGY and Leadership and Team Management, taught by Jim Donovan, a managing director of Goldman Sachs

INTERNATIONAL BANKING transactions, taught by Christof Fritzen, former general counsel of Oppenheimer Funds

REGULATION OF INVESTMENT companies, taught by Robert Zack, former general counsel of P&G

PRIVATE EQUITY AND HEDGE FUNDS, taught by UVA Law professor Ethan Yale and Edward Klees, general counsel of an investment management company

BEYOND THE CURRICULUM

Students interested in business law have access to a variety of extracurricular activities, including the Virginia Law & Business Review, one of only a few student-edited business law journals among the top law schools; Rivanna Investments, a student organization dedicated to learning the art of intelligent investing; and the Virginia Law & Business Society. The Law School hosts speakers and conferences on business topics throughout the year, as well as an annual entrepreneurship competition with a cash prize.

SELECT COURSES AND SEMINARS

Accounting: Understanding and Analyzing Financial Statements
Advanced Contracts
Advising the Board of Directors in a Mergers and Acquisitions World
Agency and Partnership
Airline Industry and Aviation Law
Antitrust
Antitrust in the Global Economy
Antitrust Practice
Antitrust Review of Mergers in a Global Environment
Applied Problem Solving
Banking and Financial Institutions
Bankruptcy
Business Reorganization Under Chapter 11
Commercial Real Estate Transactions
Commercial Sales Transactions
Communications Law
Construction Law
Corporate Finance
Corporate Law Policy
Corporate Strategy
Corporate Tax
Corporations
Current Issues in Corporate Law and Governance
Emerging Growth Companies
and Venture Capital Financing
Emerging Markets: Principles and Practice
Energy and Environmental Products Trading and Commodities Regulation
Ethics and Integrity for Law Firm Lawyers and Their Clients
Federal Income Tax
Finance of Small Enterprises
Financing: Principles and Practice
Franchise Law
Hedge Funds: Contract and Regulation
Insurance
International Business Negotiation
International Business Transactions
International Financial Regulation
International Investment Law
International Taxation
Law and Business Management in the Health Care Sector
Law and Economics Colloquium
Leadership and Team Management
Legal Issues in Corporate Finance (Law & Business)
Legal Practice and the Startup Company: An Inside Look
Mergers and Acquisitions
Negotiation Institute
Nonprofit Organizations
Private Equity and Hedge Funds
Quantitative Methods
Real Estate Transactions: Principles and Practice
Responses to the Financial Crisis
SEC and Class Action
Enforcement of the Federal Securities Laws
Secured Transactions
Securities Regulation
Selected Topics in Consumer Bankruptcy
Sports Law
Startup of a Medtech Company
Taxation and Economic Development
Transnational Approach to Mergers and Acquisitions
Varieties of Financial Distress Clinics
Nonprofit Clinic
Patent and Licensing Clinic I
Patent and Licensing Clinic II
Transnational Law Clinic

These courses represent the 2012-15 school years. Not all courses are offered every year.

SOME UVA LAW STUDENTS got an inside look at the legal steps involved in creating, developing and growing a startup company through a week-long January Term course.

The course focused on Charlottesville-based startup firm Cardagin Networks Inc., a mobile loyalty service that allowed users to earn rewards for patronizing businesses such as Shenandoah Joe’s, Dunkin’ Donuts, Arby’s, Quiznos and many other local establishments.

“The course [is] a very whirlwind introduction to startup companies and venture capital,” said Professor Quinn Curtis (near left), who co-taught the course with Cardagin CEO and founder Rob Masri ’96. “It’s an opportunity for the students to learn about these things in the context of a real company from the person who runs it and understands all aspects of it.”