CORPORATE TRANSACTIONS: TERM SHEET TO CLOSING
Fall 2015

Course Number: BCL 7011 001
Call Number: 000118

Professor: Mangan
Credits: 3 classroom
Primary Basis for the Grade: Drafting projects and class participation; Letter grade
Prerequisites: none
Enrollment: Open to 3Ls only
Meets Seminar Requirement? No
Meets Writing Requirement? Yes
Meets Client Counseling Requirement? No
Meeting Times: Monday & Wednesday, 1:30-2:55
Location: 104

COURSE DESCRIPTION:

This course will take students through a single transaction, beginning with the initial term sheet, continuing through the negotiation and execution of a purchase agreement, and ending with closing and post-closing obligations. By the end of the course, students will acquire a detailed understanding of deal structures and timelines, the ebb and flow of transactions, and the major components of a negotiated agreement. Students will work in teams representing one party to the transaction throughout the entire course. Course work includes required reading, in-class and outside-class drafting assignments, client counseling, and contract negotiation.

Special Note: This is a capstone class that requires significant work outside of the classroom and, sometimes, challenging due dates. Students work in teams and you will need to find time to work together.

Last updated: 4-2-15 cd