



MAHARASHTRA NATIONAL LAW UNIVERSITY AURANGABAD

ORGANIZES
ONE-DAY ONLINE NATIONAL WORKSHOP
ON
"COMMERCIAL CONTRACTS DRAFTING FOR
START-UPS"
07th MAY, 2022 (SATURDAY)



ABOUT THE UNIVERSITY

MAHARASHTRA NATIONAL LAW UNIVERSITY, AURANGABAD

Realizing the importance of quality legal education and need of well-trained law graduates to the Bar, Bench and various professions, the State of Maharashtra took a very historic decision by creating three National Law Universities in the State at Mumbai, Nagpur and Aurangabad. Further, all the three are independent and autonomous institutions created under the Maharashtra National Law University Act, 2014. The latest one added to the list of National Law Universities in India is the Maharashtra National Law University, Aurangabad, which commenced from March 16, 2017. The commencement of the University has fulfilled the aspirations of the people of the Marathwada region for an institution of national importance in Aurangabad. The University is steered and guided by distinguished Judges, Senior advocates, eminent Academicians and abled Administrators. The University has excellent, experienced and competent Teaching Staffs having background of Teaching in National Law Universities and other reputed Law Schools in the Country.

ABOUT THE WORKSHOP

CONCEPT NOTE

An idea would have no meaning until it is acted upon and one of the first steps towards crystallization of an idea is documentation of the same.

Commercial Agreements are the key segment of documentations that are required by a start-up. It's interesting, on how the clarity and fair construction of these commercial agreements play a vital role in the growth of a business, including by attracting or avoiding disputes. Now, certainly the process of drafting these commercial agreements requires significant skill set and most lawyers, irrespective of their area of specialisation are generally expected to have the basic skill required for contract drafting.

During the academic years of a law student, their course structure focusses more on theory and less on practise, therefore, the curriculum generally does not include activities such as drafting or reviewing of complex agreements. The students often do not get adequate opportunity to learn on how the concepts of contract laws are put to use in a practical scenario.

The businesses which have existed for some time generally develop standard practices and policies which become the guiding light for their documentation; while this is not the case with start-ups and the documents are to be tailored based on the general market practices instead of first-hand experiences of the business.

This workshop aims to provide the attendees with a comprehensive exposure on drafting from the experienced lawyers holding cutting edge experience of drafting and negotiating commercial agreements involving assets or considerations of high quantum. This workshop aims to ensure that students learn the basics of drafting various commercial agreements which are required for a start-ups while understanding the nuances and implications involved in the process.

OBJECTIVES OF THE WORKSHOP

- To provide an understanding about the structure of a commercial agreement;
- To give insight on the key commercial agreements required by a start-up;
- Understanding the commercial approaches towards the commercial agreements;
- Understanding the legal aspects of various commercial agreements;
- To understand various agreements involved before and after funding of a start-up; and
- Master practical drafting techniques to write concise and effective agreements.

ADDITIONAL BENEFITS

- All Participants shall be issued E-Certificates of Participation.
- The best three participants shall be given the chance to intern with Shepherd Law Associates, Delhi based on the performance and participation in activities of the workshop.

SESSION PLAN

Session I: Basics of Contract and Drafting [10:00 -11:00AM -1 hour]

This session will begin with understanding the basics of a contract and basics of drafting.

Session II: Drafting and Discussions on: [11:15 AM-1:15 PM- 2 hours]

This session will touch upon key clauses involved in:

- Nondisclosure Agreement and
- Co-founder Agreement

Session III: Drafting and Discussions on: [2:15 PM- 3:45 PM: 1.5 hours]

This session will touch upon key clauses involved in:

- Shareholders Agreement and
- Share Purchase Agreement

Session IV: Drafting and Discussions on: [4:00 PM- 5:30 PM: 1.5 hours]

This session will touch upon key clauses involved in an Employment Agreement.

Hand on Activities during the sessions.

REGISTRATION PROCESS

REGISTRATION LINK: <https://forms.edugfix.com/mnlua/add>

REGISTRATION FEE:

For Students: Rs. 800/-

For Academicians/Professionals- Rs.1200/-

IMPORTANT DATES:

Last date for Registration: 4th May 2022

RESOURCE PERSONS:



Ms. Anisha Mathur

Anisha Mathur is the Managing Partner of Shepherd Law Associates which is a full service law firm. She advises clients on wide range of contentious and non-contentious issues. Her area of practice includes dispute resolution and advising on issues relating to data, Fintech and other emerging sectors. She also routinely advises on matters relating to founder exit, sexual harassment and termination of employees. As the Managing Partner of the firm her work also includes mentoring senior resources.

Anisha speaks in seminars on wide range of topics including gender dysphoria, prevention of sexual harassment at workplace as well as dispute resolution.



Ms. Palak Shrivastava

Ms. Palak is a corporate lawyer based in UAE. She advises on multi-jurisdictional contracts and also routinely advises clients in managing and assessing risks. She specializes in private equity, strategic investments, and venture capital transactions. Experience in structuring, drafting, and negotiations of various corporate commercial agreements and regulatory compliances including the share purchase agreement, shareholders agreement, share transfer agreement, joint venture agreement, franchise agreement, service agreement, consultancy agreement, and employment agreement. She regularly assists and advises domestic and foreign clients on investments through the life span of transactions, leading on some of the major transactions in the industry of real estate and sports. She also advises on complex fund raise mandates (private equity and venture capital), joint ventures and transaction involving acquisition of control, shares and voting rights. She also advises on issues pertaining to founder exit and other matters concerning corporate governance.



Mr. Rangam Sharma

Rangam is a Senior Associate with Trilegal, one of India's leading firms. Rangam's practice covers diverse areas of corporate commercial law with a specific focus on joint ventures, private equity and venture capital. His transaction advisory role includes the entire spectrum of services from legal due diligence, drafting of transaction documents, negotiations and closing of transactions. He advises clients on compliance with local data protection and privacy laws and routinely advises multinationals on building robust internal privacy infrastructure. He also advises clients in M&A transactions from a data privacy standpoint and has been involved in conducting due diligence from data security and privacy standpoint. He also assists clients in cross border data transfer and framing policies around data retention and disposal. He has been practicing law since 2016. Before joining Trilegal, he has worked with law firms like AZB & Partners, and J. Sagar Associates.

OUR PATRONS



Prof. (Dr.) K.V.S. Sarma
Vice-Chancellor
Maharashtra National Law University,
Aurangabad



Dr. Ashok P. Wadje
Registrar I/C
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To Know More - <https://www.mnlua.ac.in/>

