Training for Transactional Practice

The best business lawyers understand business. They can translate their clients’ objectives into well-drafted legal documentation and explain the resulting documents in terms their clients can understand. We train students to be such lawyers:

• Business Planning: Financing the Start-Up Business and Venture Capital Financing: Students advise a simulated client on an LLC operating agreement and, separately, the charter terms for convertible preferred stock. They also prepare term sheets, draft a founder’s restricted stock agreement, and work with securities, IP, equity incentives, and other issues that arise in representing an early stage company. Developed at Loyola-LA; now taught at over 30 law schools nationwide.

• Business Strategies for Lawyers: A business school-style course on business strategy, now taught at Harvard Law School and Loyola-LA; teaches transactional lawyers how to speak to senior managers in their own language.

• Corporate Finance: How corporations choose among financing alternatives and lawyers draft documents implementing those choices.

• Transactional Negotiation Team: Students analyze a complex business problem, then compete in a negotiation tournament where they receive in-depth feedback from high-level practitioners.

• Our graduates have begun their transactional practices at Fenwick & West; Jones Day; Latham & Watkins; Milbank Tweed; Morgan, Lewis & Bockius; O’Melveny & Meyers; Orrick; Pillsbury; Sheppard Mullin; Sidley Austin; Skadden; Stradling Yocca; Sullivan & Cromwell; and many more large, mid-sized, and smaller transactional law firms.

One of the Five Best

According to the American Lawyer, the five U.S. law schools best at preparing students for big-firm practice are Duke, Michigan, Loyola-LA, Stanford, and Chicago.

This newsletter describes our training program, one practice area an issue. Prior issues can be found at:
http://www.lls.edu/practiceready
careerdevelopment@lls.edu | 213.736.1150

Sujata Wiese, Loyola ’13 Associate, Richardson & Patel LLP

Co-winner: 2013 Transactional Negotiation Team Tournament. Sujata’s responsibilities include drafting private placement memoranda, debt and equity purchase agreements, subscription agreements, and convertible notes and warrants. She also manages public securities compliance, including periodic reports, registration statements, and proxy statements.

“It was not until I became a corporate associate that I appreciated the valuable foundation in drafting and critical thinking provided by Loyola’s Business Planning course.”

“I often forget that Sujata graduated from law school barely a year ago because her abilities are on par with a mid-level associate.”

–J.R. Lanis, Partner, Richardson & Patel LLP

“Loyola’s Business Planning class provides students with a significant head start in the practice of transactional law.”

–Richard E. Troop, Senior Advisor, Sheppard Mullin