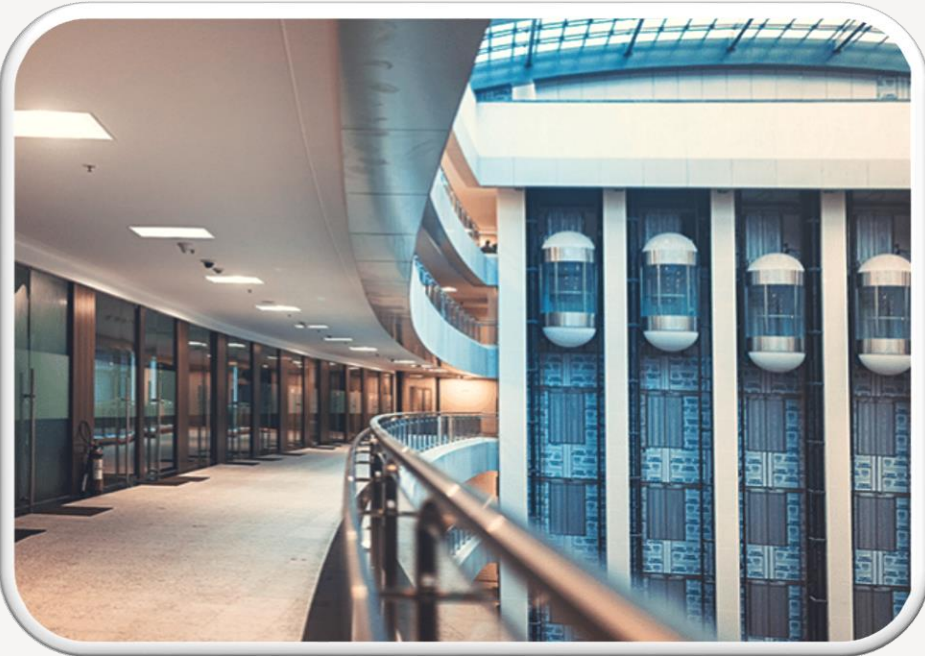




# MBA (Law) PLACEMENT REPORT

2021-2022

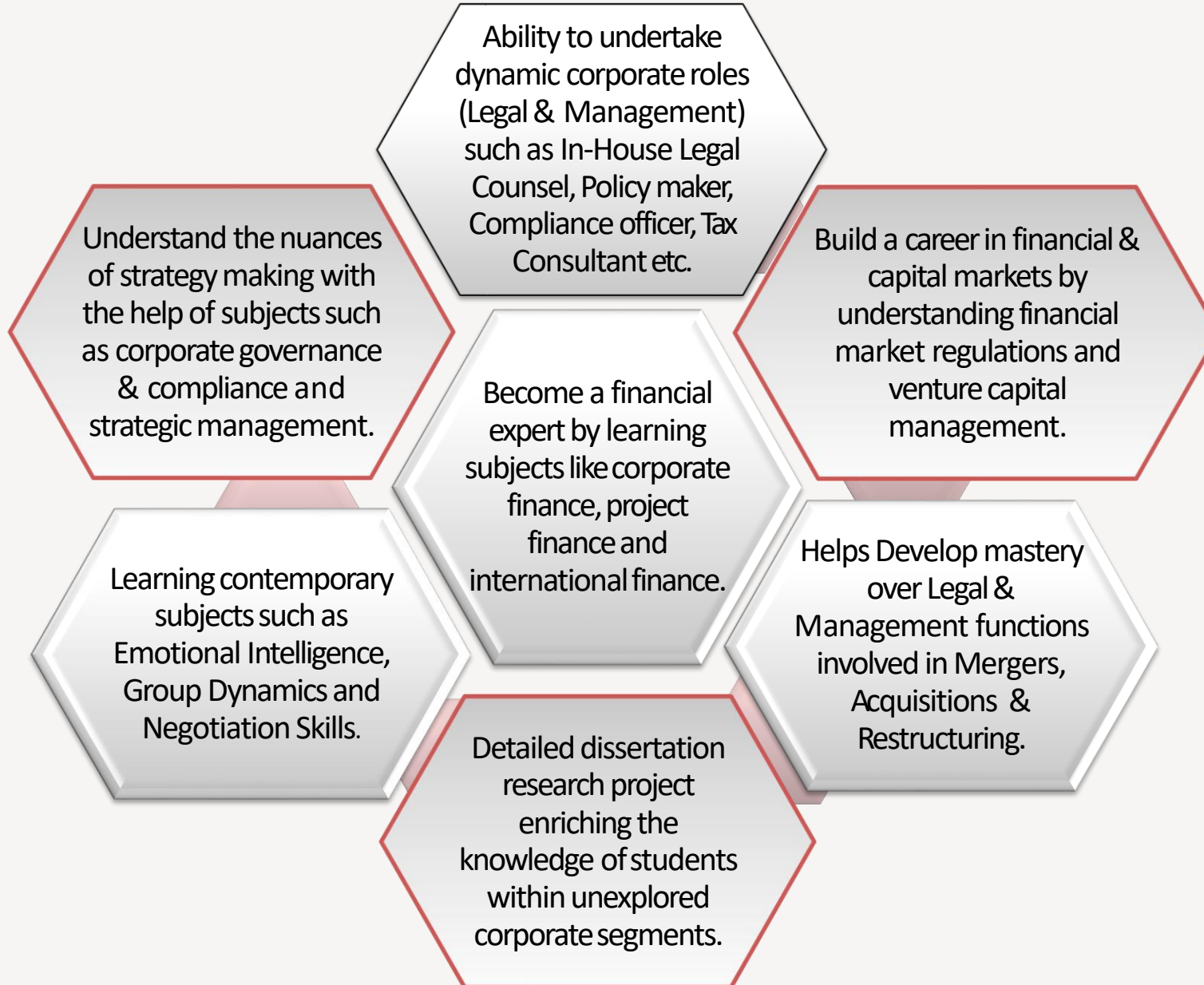
*Building A Bond That Transcends Horizons*  
**SCHOOL OF BUSINESS MANAGEMENT**  
**MUMBAI**



- The School of Business Management (SBM) of the SVKM's NMIMS Deemed to be University is a leading business school in India located in Mumbai.
- MBA (Law) is the country's first of its kind program, designed to fulfill the needs of a contemporary business ecosystem. The program offers a unique blend of courses streaming from business laws and various facets of management.
- Currently this MBA Program is in its seventh year and has successfully delivered six batches of students to the corporate world.
- The students of SBM are not only trained to strategically tackle challenges that businesses experience but are also sensitized to bring positive changes to existing social realities. The dynamic academic inputs conjoined with ample industrial exposure enable students to develop exceptional skills and unique perspectives.
- The full-time two-year program covers Business Economics, Operations and Decision Sciences, Statistical Analysis, Marketing, Human Resources, Strategy, Communication Skills, Finance, and sixteen Domestic and International law courses. Students are engaged through lectures, presentations, case studies, and assignments that ensure regular interaction with the industry.



# WHY MBA (Law) ?





Dr. Prashant Mishra,  
Dean,  
SBM, NMIMS

*School of Business Management (SBM), NMIMS, is the institution known for its innovation and industry-led approach to curating programmes that would provide cutting-edge and rigorous learning and development experience for young graduates. An all-encompassing and comprehensive education aimed at building critical thinking ability, analytical mindset, technology orientation, people skills and entrepreneurial mindset is what SBM strives for. The school is cognizant of new-age business requirements, which include the dynamic nature of the industry, and has a grasp of the economic implications of legal processes.*

*We at SBM, NMIMS, are continually engaging with the industry through our academic processes for contemporary content, innovative pedagogical interventions, and collaboration with industry leaders. Our adherence to global accreditation standards and the Assurance of Learning framework is a continuous endeavor.*

*SBM, NMIMS, designed the curriculum necessary for a degree in management and law. The MBA Law programme combines a management programme with legal nuances to produce multi-skilled future leaders armed with the knowledge and practical experience needed to excel in the legal- managerial profile in the industry.*

*The industry has responded incredibly by appointing lawyers who can handle an organization's management tasks and offer solutions taking the legal part of the problem into account. SBM, NMIMS, is continuing the practice of completing successful placements year after year and has thus far earned one of the best placement outcomes. We keep setting higher standards and pushing forward to achieve excellence.*

*I express my heartfelt gratitude towards our loyal recruiters who have consistently put their faith in our students, to our 1st-time recruiters, who have recognized the capability and proficiency of our students and provided them with plenty of opportunities to outshine. With great passion, we work to improve the caliber of our students by implementing a rigorous course curriculum and a useful case-based teaching methodology.*

*On behalf of SBM, I would like to thank our recruiters, faculty, alumni, placements team, and management for their unconditional support and guidance in nurturing our scholars to become socially responsible young leaders*



Mr. Sudhanshu Pani,  
Programme Chairperson,  
MBA (Law), NMIMS.

*I am happy to see the 6th batch of MBA (Law), School of Business Management, NMIMS, begin their journey to take up roles with leading organisations in the industry. The MBA(Law) program is a mission to address the needs of Industry - corporates and consulting firms and to some extent bespoke professional firms. The mission is to provide skills and competencies to professionals (Lawyers, Chartered Accountants, Company Secretaries) so that they can better serve the interests of their organisations. The mission has been articulated well by practitioners and academicians (refer to Mukhopadhyay (2019), Peterson (2019), Liggio (2019), and surveys of ACC Chief Legal Officers (2021), Legal department benchmarking, and the FLIP report (2017)).*

*The complexities of the business environment of the organisation require a proactive approach to identifying challenges, opportunities, and risks. This is best achieved in a collaborative environment of leaders with diverse backgrounds and experiences. Our students in the MBA (Law) program are trained in both businesses as well as law and compliance. Hence, their skillsets are unique They are trained to be future leaders and are looking forward to starting this long journey with organizations of repute.*

*The synthesis of skills and approaches to business and law, as well as retaining professional acumen is not an easy task. The School of Business has an extraordinary legacy of over 40 years in nurturing business leaders. With support from the Law schools under NMIMS University, we are uniquely placed to undertake this challenging mission. We have received immense support from Industry leaders and reputed professional organisations in this journey. They have helped us in curriculum development and delivery, project mentorship of student projects, strategic and expert talks, summer internships, and final placements.*

*The MBA (Law) Program, a one of its kind offering, is a two-year full-time on-campus postgraduate course. It is currently in its 7<sup>th</sup> year of functioning. The placement directorate of NMIMS assists students in getting final and summer placements in collaboration with eminent business and consulting firms.*

*We would like to thank our corporate partners, the leadership team of SVKM and SBM, faculty members, alumni, and placement officials for their relentless support and guidance to make this the leading MBA (Law) program in the country.*



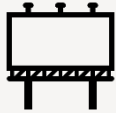
# PROGRAMME STRUCTURE



Law (16 subjects)



Finance (9 subjects)



Marketing (2 subjects)



HR (4 subjects)



It & decision making (1 & 2 subjects respectively )



Business environment & strategy (4 subjects)



Communication (4 subjects)

## Internship Period [June – July]

6 Credit Project report to be submitted in Trimester IV.

## Course Distribution

Year 1: 20 Courses (57 Credits)

Year 2: 20 Courses (60 credits)

1 Research Project (6 Credits)

Total: 41 Courses (123 Credits)

**TERM I****Management Subjects:**

- ❖ Financial Statement Analysis
- ❖ Statistical Analysis
- ❖ Oral Communications
- ❖ Individual Dynamics & Leadership
- ❖ Operations Research

**Law Subjects:**

- ❖ Legal Methods
- ❖ Business Contracts

**TERM II****Management Subjects:**

- ❖ Group & Organization Dynamics
- ❖ Corporate Finance
- ❖ Marketing Management
- ❖ Business Communication

**Law Subjects:**

- ❖ Intellectual Property
- ❖ Rights Corporate Governance and Compliance

**TERM III****Law Subjects:**

- ❖ Law of Bankruptcy & Insolvency
- ❖ Law & Infrastructure Development
- ❖ FDI & International Trade
- ❖ Banking & Insurance Laws
- ❖ Corporate & International Taxations
- ❖ Cyber Laws

**TERM IV****Management Subjects:**

- ❖ HR Management
- ❖ Strategic Management
- ❖ Project Finance
- ❖ Strategic Financial Management

**Law Subjects:**

- ❖ Litigation Management

**TERM V****Management Subjects:**

- ❖ Negotiation Skills
- ❖ Environment Management
- ❖ Operational & Financial Risks Management
- ❖ Merger Acquisition & Restructuring
- ❖ Emotional Intelligence

**Law Subjects:**

- ❖ Financial Markets & Regulations
- ❖ Legal Aspects of Merger Acquisition & Restructuring
- ❖ Competition Law

**TERM VI****Management Subjects:**

- ❖ Customer Relationship
- ❖ Management
- ❖ Financial Institutions and Markets
- ❖ Ethical Issues in Management
- ❖ International Finance
- ❖ Entrepreneurship & Venture Capital Management

**Law Subjects:**

- ❖ Alternative Dispute Resolution Mechanism
- ❖ Economic Offences



## Admission Process

Prospective candidates are admitted through NMAT (NMAT for Law) and/or an intensive personal interview.

This interview will be preceded by a written test for a total of 100 marks and will include, Objective questions of 75 marks and an essay of 25 marks & such question will be on the following areas:

- Logical Reasoning: 25 Marks
- Legal Reasoning: 25 Marks
- English Language: 25 Marks
- Successful candidates passing through this process are admitted into the MBA (Law) Program.

## Pre- Admission Qualification



# SECTORS TO BENEFIT THE MOST



## Manufacturing & Services

- Contracts management, Disputes settlement & Legal opinions
- M&A, Due Diligence, Complex Restructuring, Leases & IPOs
- Risk & Litigation Management
- Governance & Compliances



## BFSI Sector

- All types of Banking and Financial Services through digital platforms
- Complex Risk Management of MFs & Alternate Investment Funds
- Insurance, Stock Exchanges, REIT, Investment Banking & Compliance



## IT & E-commerce

- IT Jurisprudence, Risk Management for IPR & Cyber Laws
- Digital Age Contract Management for Fintech, Virtual Market & Blockchain
- Cross-border Deal Management, Information Security & Branding



## Consultancy Services

- All services rendered by:
- Lawyers and Solicitors
  - Financial Consulting, Assurance, DD & Investment Banking
  - Direct & Indirect Taxation, Transfer Pricing & International Taxation



## Others

- Aviation, Health Care, Academics, Social Entrepreneurship, etc.
- Environment Health and Safety, Social Enterprises and CSR
- Competition, Bankruptcy, Cyber Currency, Policy Protection, etc.

# PROFILES OFFERED



**Management  
Consultancy, Legal  
Consultancy,  
Legal and Risk Advisory.**



**Legal Counsel,  
In-house Counsel,  
Litigation  
Management.**



**Business Strategy  
Policy Making,  
Claims Management  
and Advisory.**



**M&A and Corporate  
Restructuring, Due Diligence  
Contracts Management.**



**Compliance  
Officer &  
Due Diligence.**



**Investment  
Banking,  
IP Consultancy  
&  
IP Manager.**



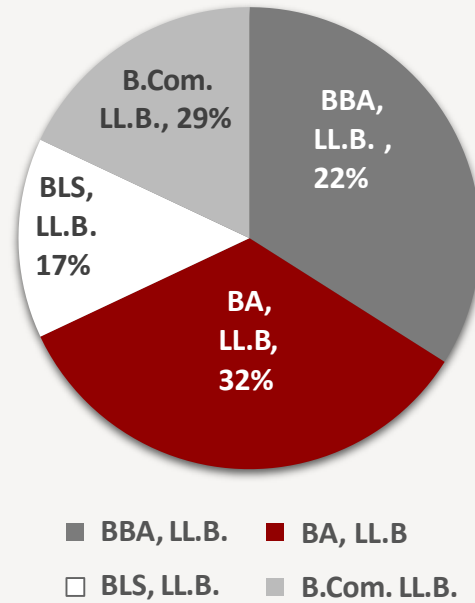
**Human Resource Manager,  
& Labor Relations.**



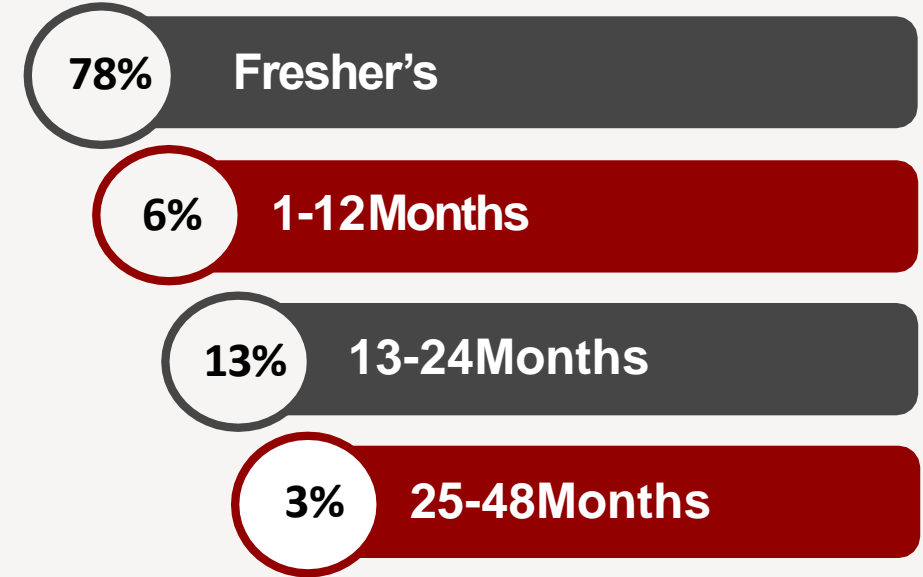
**International Banking  
and Financial Advisory,  
Taxation Areas.**

# Batch Profile of 2021-2023

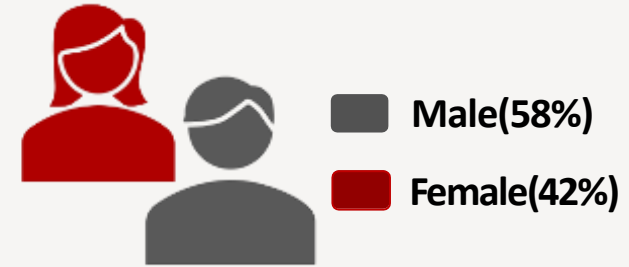
## EDUCATIONAL BACKGROUND



## WORK EXPERIENCE



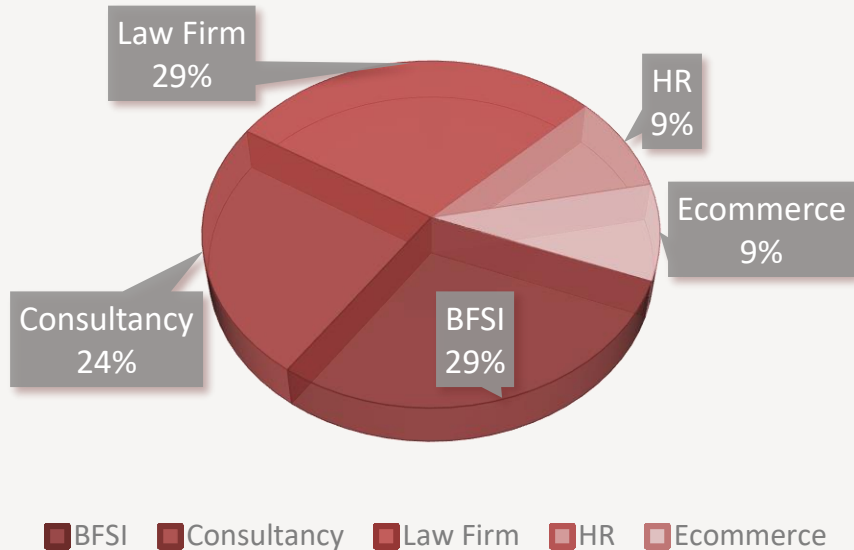
## GENDER RATIO



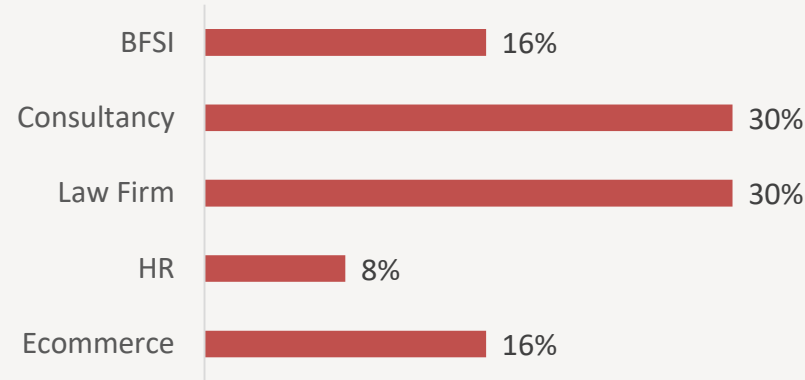


Summer placements are an integral aspect of the pedagogy for MBA (Law). The batch was able to attract coveted profiles and lucrative stipends for the Summer Placements 2021– 2022.

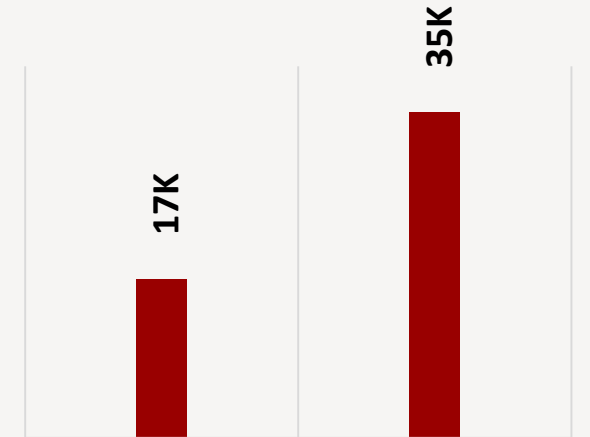
## SECTOR WISE STUDENT PLACEMENTS



## SECTOR WISE COMPANIES VISITING CAMPUS



## STIPEND FLOW

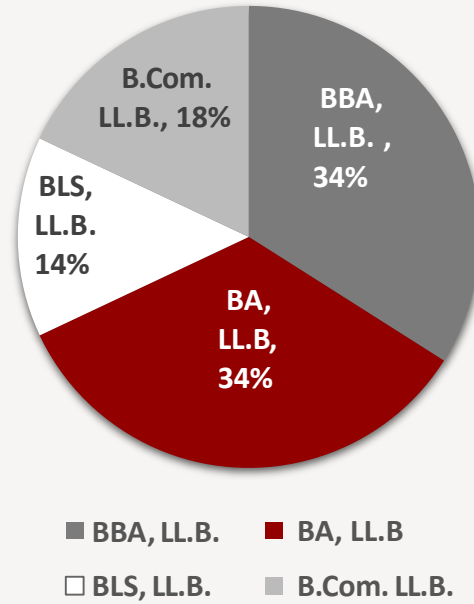


AVERAGE STIPEND HIGHEST STIPEND

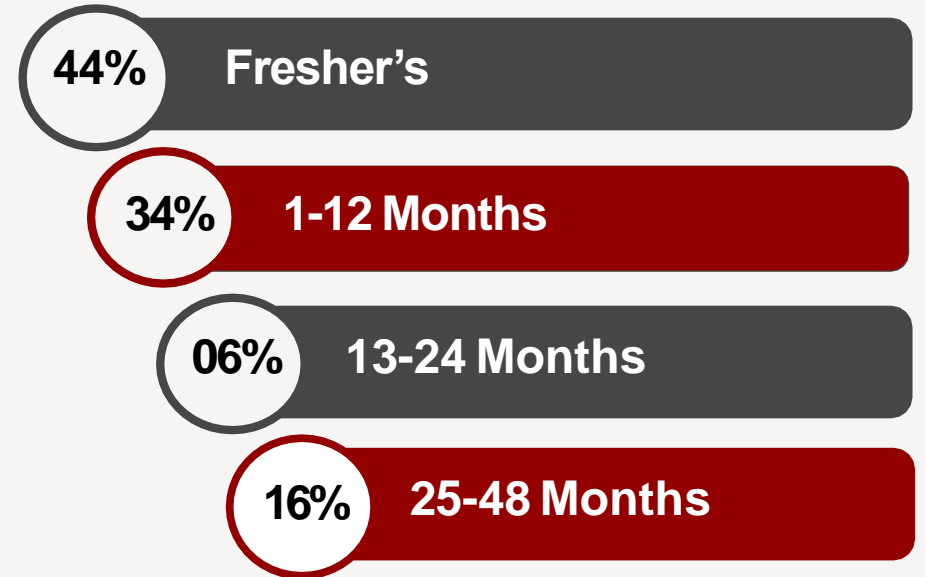


# Batch Profile of 2020-2022

## EDUCATIONAL BACKGROUND



## WORK EXPERIENCE



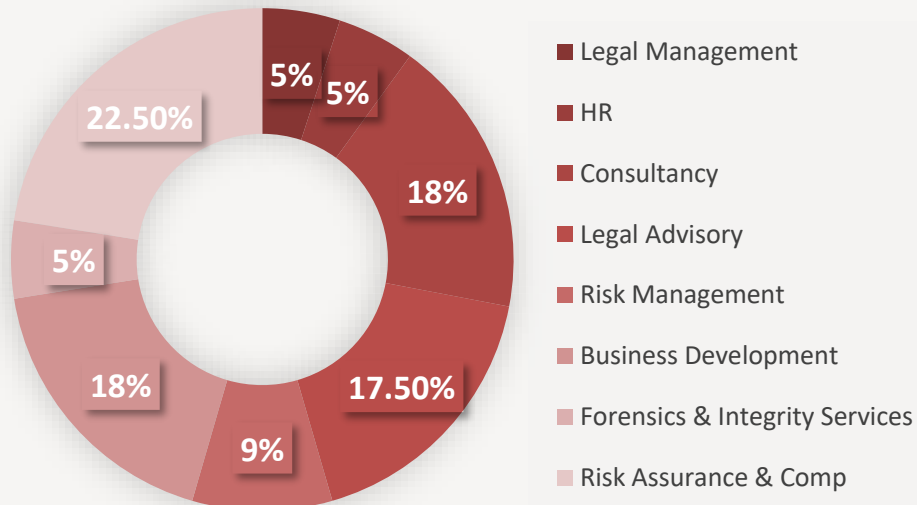
## GENDER RATIO



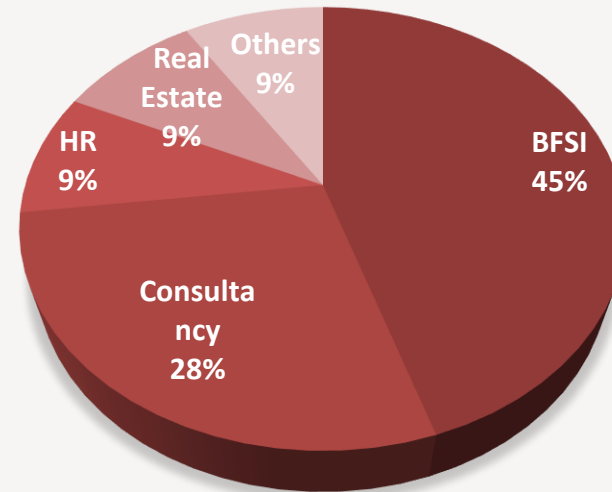
There has been a tremendous response to On-Campus recruitment. A great number of companies have come on Campus for various profiles spanning from Management to Legal and the students have been selected for these coveted profiles.



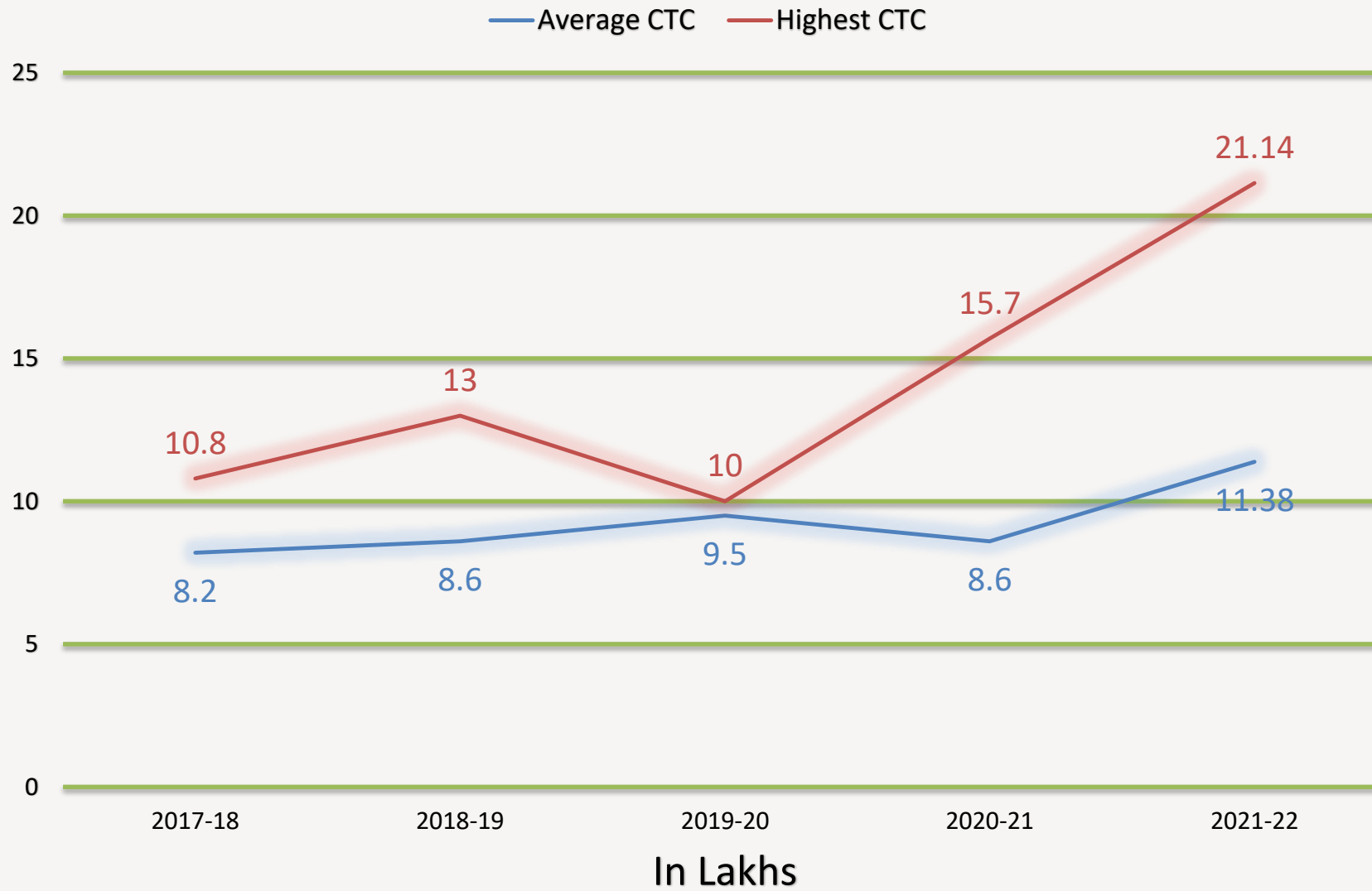
## JOB PROFILE WISE PLACEMENTS



## SECTOR WISE COMPANIES THAT VISITED FOR PLACEMENT



# HISTORICAL OUTCOME





**Corporate projects** help students gain experience in different sectors other than that of their internship and are usually done for a period of 4 weeks. It gives an opportunity for the industry leaders and students to interact and work on short projects, thereby helping a student to build strong industry connections and professional opportunities.

**Academic Projects** help students gain the practical aspects of the learning that is imparted in the MBA (Law) Programme.

The **Bar Meets Business** is a year-round series of guest lectures curated for students of MBA (Law) to Help students understand the evolving roles of lawyers in current business dynamics and give them a chance to students to interact with legal professionals from various industries. Various Stalwarts from the industry visited the campus as a part of this guest lecture series and interacted with the students.



**Ms. Sonia Madan, Joint Managing Partner, Lex Commerci.**

**Ms. Rachelle Hare, Managing Partner, Director & Co-founder, Blaze Legal.**



**Ms. Meenakshi Acharya, Founder Partner, RMA Legal.**



# ALUM TESTIMONIALS



**Anchal Tiwary,**  
Asst. Compliance Counsel  
(Aditya Birla Fashion and Retail  
Ltd.) [MBA(Law) 2016-18]

*"Law and business are more interconnected than ever. As we move forward, as lawyers we need to understand non-legal practices to better serve our clients.*

*Currently working under risk advisory wherein law graduates have been restricted to operations, I have had the opportunity to have dual roles in the organization by helping 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 have made MBA(Law) graduates a great choice for such roles."*



**Joseph KAntony**  
Assistant Manager  
KPMG India  
[MBA(Law) 2020 –22]

*I have always been fascinated with the 'business side of things', despite having chosen a career in tax laws with two leading law firms in their domains. This MBA(Law) has indeed materialized the exceptional concept of marrying management with law. MBA (Law) could be one of the finest management programmes for ambitious legal professionals. I have gained a fresh perspective in several of my work flows, thought-processes and executive styles. I'm glad to have chosen to pursue this programme.*



**Deepak Singh, Deputy  
Counsel (Citi Bank)**  
[MBA (Law) 2016-18]

*"MBA Law has been a phenomenal add-on to my knowledge base. Being equipped with a better financial and commercial laws understanding, it has equipped me with great confidence to attend crucial negotiations, to close great deals in an advantageous position for my organization. A must course for all aspirants, having ambitions to take up corporate roles and aspiring to contribute as a key distinguished player in their team in near future."*



**Saurabh Gujrati,**  
Contract Negotiator  
(Hewlett Packard)  
[MBA (Law) 2017-19]

*"The MBA Law programme at NMIMS is the perfect programme for Lawyers, CA's and CS' looking for multi-dimensional business understanding. Working through real-life business problems with well-balanced, comprehensive curriculum and professors is what makes MBA Law truly breakthrough programme. The course content is relevant, interesting, and is proving to be of tremendous value in my day-to-day work. The course has opened up the world for me with new opportunities and has taught me how to leverage my strengths."*



**Prachi Priya,**  
Partner (V. Jaiswal &  
Co.)  
[MBA (Law) 2017-19]

*"MBA (Law) is a contemporary programme that provided me with a great platform wherein I interacted with like-minded peers, intellectual faculties and eminent professionals from the industry. The experience has equipped me with knowledge and skills required to excel in my profession and added a great value to my accounting background. The two-years exposure has instilled a vision in me and prepared me to venture into any field of my interest."*



**Sakaar Srivastava,  
Senior Consultant  
(EY) [MBA (Law)  
2017-19]**

*"Having worked for over a year after completing MBA (Law) course, I can confidently say that my perspective towards my profession has changed from being a core lawyer to a reliable resource who can look at the big picture vis-a-vis overall project management. One prominent thing that I learnt from the program is to keep learning and broadening the horizon of business sense while dealing with legal issues of clients."*



**Veer Vikram Singh, Senior  
Executive (Trilegal) [MBA  
(Law) 2017-19]**

*"Spending 2 years at SBM, NMIMS has helped me impart a fine sense of personal, social and professional etiquette. Stay at the college has made me an overall professional who is equipped to deal with challenges and an effective leader who is trained to lead and motivate the co-workers in an organization. The flair and competence that SBM, NMIMS experience brings has made me into a mature manager who can win friends and influence people."*



**Gurneet Kaur,  
Experienced Associate  
(PwC)  
[MBA (Law) 2018-20]**

*"MBA (Law) is a perfect balance of management and law. It helps the law graduates stay in their domain while handling bigger responsibilities and exploring wider domains. Having worked at Contracts & Compliance for almost an year, I have had a great help in applying the concepts we had learned during the course. I have not only been involved in legal decisions but also decisions related to Project management such as designing the methodology as per agile or waterfall or hybrid."*



**Pratyush Mishra,  
Management Trainee  
(Tata AIA Life Insurance Company  
Limited)  
[MBA (Law) 2019-21]**

*"In the face of disruption caused by the pandemic on the global business ecosystem, I believe our course MBA (Law) perfectly bridges that required skill gap owing to its exceptional course structure and pedagogy. Apart from the core managerial & legal knowledge, within my two years at NMIMS, I also inculcated various skills like leadership, critical analysis and thinking, adaptability, digital savvy, social & emotional intelligence. It is an indispensable course for people aspiring to make a career in the corporates and ace the new normal."*



**Malika Bajpai,  
Asst. Manager  
(Marsh McLennan)  
[MBA (Law) 2018-20]**

*"MBA (Law) is a one-of-its-kind interdisciplinary program that gives one in-depth exposure to the increasingly intertwined worlds of law and management. The program not only helps develop one's perspective and knowledge base, but also catapults and grooms a student into a consummate corporate professional, who understands business from a 360° perspective. Here, I got to don many hats and find who I am, learn many skills and develop as a professional and more so as a human, for which I will be eternally grateful."*



# CORPORATE PARTNERS





# PLACEMENT TEAM



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**Mr. Jayesh Ahuja**

**Assistant Director**

+91 22 42332264

[jayesh.ahuja@nmims.edu](mailto:jayesh.ahuja@nmims.edu)



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## Senior Placement Coordinators

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