



MBA (Law)



Dr. Sudhanshu Pani
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MBA (Law)

Chairperson's Desk

The MBA (Law) program is a mission to address the needs of the Industry – corporates, consulting firms and 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 complexities of the business environment of the organization 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 corporate law and compliance. Hence, their skill sets are unique, combining an understanding of functional, strategic and commercial aspects of business and strong application of corporate law. They are trained to be future leaders through a combination of rigorous curriculum and exposure to industry leaders and organisations. 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 Management, NMIMS, Mumbai, 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 7th year of functioning and we are excited to invite prospective students to apply to the 8th batch of the program.



About NMIMS School of Business Management

School of Business Management's (SBM) goal is to provide a life changing experience to all those who join its programs. This is sought to be done through a relevant management curriculum and development of skill sets required by an individual to serve the industry and society as managers, business leaders or as entrepreneurs. It believes in developing leadership and decision-making capabilities of its graduates and hence the emphasis is on simulating the real life situations that participants are expected to face once they graduate from the business school. Today SBM is one of the top 10 AACSB accredited business schools in India. NMIMS School of Business management has been ranked amongst Top-100 Global B-School by FT MIM 2022.



VISION

To be a management school of academic and research excellence that develops transformational leaders for an inclusive and sustainable world.



MISSION

The NMIMS School of Business Management nurtures transformational leaders who can responsibly create Stakeholder value with integrity by navigating the ever-changing world of business using critical thinking skills, analytical skills, entrepreneurial mindset, people proficiency and, technology orientation. The school enables a research environment to develop tools and concepts for the advancement of management theory and practice.



GOALS

- To develop an understanding of dynamics shaping global business
- To develop critical thinking skills
- An integrative approach to decision making and problem solving
- To develop technological orientation and digital fluency
- Effective communication skills
- To sharpen leadership & interpersonal skills
- An understanding of ESG challenges impacting business



INSTITUTIONAL VALUES

Excellence
Autonomy

Innovation
Discipline & commitment

Academic Integrity
Inclusivity

Collegiality

Global Linkages

The Vision of the University is to be a globally admired University by 2030. To achieve this and to provide maximum exposure to our students and faculty we have collaborated with Universities across the globe. Currently, we have links with more than 50 highly respected institutions in Australia, the US, Europe, and Asia. To name a few – Virginia Tech, USA, University at Albany, State University of New York, USA, University of Bristol, UK, King's College London, UK, University of California Riverside, USA, University of South Australia, Australia etc. These collaborations are for Twinning programs, Dual Degree programs, Student and Faculty exchange, Joint supervision of Doctoral studies, Joint academic activities- lectures, seminars, conferences, and exchange of academic material and information.

Honour – School of Business Management

NMIMS has successfully carved a niche for itself among the country's premier educational institutions, a fact borne out by the many prestigious awards and honours to its credit

NAAC with 3.59 CGPA

(on 4-point scale) and Grade A+ for the 3rd time (Mumbai Campus)

AACSB

(SBM, Mumbai Campus)

NBA

of AICTE

Highest rating

by CRISIL and ICRA (SBM, Mumbai Campus)

Ranked 4th

Best Pvt. Business School by Business Today Ranking 2022

Ranked 4th

Best Pvt. Business School by The Week Best B School Survey 2022

Ranked 3rd

Private Institute by Business World Annual B-School Survey 2022

Ranked 5th

Private Institute by NIRF India Ranking 2022

Top 100

Global B-Schools by Financial Times MiM Ranking 2022

Rank 2nd

The Week -The Hansa Research, West Zone 2021 (SBM)

Program Introduction

NMIMS, since inception, endeavours to remain ahead of time by initiating and updating unique academic curricula in anticipation of expectations from industry. The predominant objective of designing such programs always remained to make students future ready with application-oriented knowledge and skills for successfully handling leadership responsibilities.

Law and business are more interconnected than ever. As we move forward professionals involved in legal, consulting, risk and compliance roles will need to have deeper business insights. They need to be well versed with functional elements of corporate strategies, marketing, finance, operations and human resource management, organizational dynamics, business risks and compliance requirements in a modern business. They require appropriate soft skills and emotional Intelligence to work in the corporate environment and achieve desired results. Deeper business insights would help professionals deliver on the mandates of inclusive growth, equity and ESG efficiencies in an interconnected world. Additionally, they require appropriate soft skills and emotional Intelligence to work in corporate environment with internal and external stakeholders. The objective of MBA (Law) program is to present such future-ready students to industry.

NMIMS, School of Business Management offers a two year - full time MBA program to address the needs of students interested in business and law. Responsible corporate managers can rarely make any significant business decisions without awareness of

the possible legal Implications and compliance requirements. Conversely, lawyers who advise corporate management must have an awareness of impacts and Implications of their legal advice on business. There is always a strong demand for those with the skills and understanding of the interwoven aspects of both business and law. MBA (Law) bridges the knowledge gap by bringing management and law together. This unique MBA course combines a study of management skills with skills on Corporate, IPR and Commercial Law.

MBA (Law) Program of NMIMS is the first program of its kind in India and one of the few in the world. It equips its students for success, whether they aspire for leadership in business and know the value of legal expertise, or whether they are primarily interested in a career in law but seek a solid foundation in management.

There are several advantages of having leaders with a lawyer's eye for detail and a manager's understanding of business process in an organization. A few of the benefits to the organization engaging the services of leaders with the above background are:

- Reduction in external legal spending
- Better management of in house legal department
- Risk management
- Corporate governance and compliance
- Leadership which can understand the changing needs of the business in a highly dynamic global ecosystem.



Pedagogy

Distinguished faculty from academia, and industry will deliver the program through lectures, presentations, and simulation based interactive case studies to facilitate application oriented practical implementation of theories and concepts. Students will engage in discussions based on pre-circulated published papers, case studies and caselets with complex problems drawn from critical issues faced by industries. Case studies from reputed Case Library for management subjects and cases of Supreme Court and High Courts for law subjects will be discussed for analytically dealing with various types of contemporary problems and issues related to legal and business management related courses as well as tools and methodologies for resolution thereof. Students will also be exposed to analysis of management films, lectures of renowned professors and workshops delivered world class consultants/practitioner's. Some of the classes will be conducted in a workshop mode to for bringing in application orientation. Students will also be benefit by working on assigned research based projects as well as clinical mode projects and collective / shared learning from writing papers and short presentations on covering the course content.

Eligibility Criteria

- The candidate should have passed in the examination conducted by a recognized University leading to award of LL.B. /B.A, LLB /B.B.A,LLB/B.Sc.,LL.B./LL.M. degree (minimum 50% marks aggregate for all years).
- Candidates who have duly passed the final examination conducted by the Institute of Chartered Accountants of India, the Institute of Cost Accountants of India or the Institute of Company Secretaries of India (Any one)
- Candidates who have cleared their graduation (Law or a foresaid programs) by doing part-time course or through distance learning, correspondence courses, externally, open school from recognized University are eligible to apply and register as per UGC guidelines.

Course Structure

Area	Year 1	Year 2
Business Law	<ul style="list-style-type: none"> • Business Contracts • Overview of Corporate Laws, Compliance and Governance • Intellectual Property Rights • Law on Infrastructure Development and environmental compliances • Law of Bankruptcy and Insolvency • Corporate and International Taxation • Internet, e-Commerce and Cyber Laws • Alternate Dispute Resolution 	<ul style="list-style-type: none"> • Litigation Management • Legal Aspects of Merger, Acquisition and Restructuring • Competition Law
Business Environment and Strategy	<ul style="list-style-type: none"> • Strategic Management 	<ul style="list-style-type: none"> • Ethical Management, society and Governance • Environment Management • Research Project
Communication	<ul style="list-style-type: none"> • Business Communication - I • Business Communication II 	<ul style="list-style-type: none"> • Negotiation Skills
Economics	<ul style="list-style-type: none"> • Principles of Economics 	<ul style="list-style-type: none"> • Economics for Business Policy
Finance	<ul style="list-style-type: none"> • Financial Statement Analysis • Corporate Finance 	<ul style="list-style-type: none"> • Strategic Financial Management • Financial Institutions and Markets • Merger Acquisitions and Restructuring • Operational and Financial Risks Management
Human Resource and Behavioural Science	<ul style="list-style-type: none"> • Organisation Theory • Organization Behaviour • Human Resource Management and Leading Organizations 	<ul style="list-style-type: none"> • Emotional Intelligence

Area	Year 1	Year 2
Operations and Decision Science	<ul style="list-style-type: none"> Statistics and Optimization Techniques 	
Marketing	<ul style="list-style-type: none"> Marketing Management 	
Electives		Economic Offences (White Collar Crimes) Or Financial Markets Regulations
		FinTech, Neo Banks and Digital Currency Or International Economics and Finance
		IPR - Advanced Applications and Portfolio Management Or Banking and Insurance
		Entrepreneurship Management and AIFs Or Marketing Management - Financial and Legal Services
Workshop	<ul style="list-style-type: none"> Legal Methods Block chain and Smart Contracts Research Methodology 	<ul style="list-style-type: none"> Social Media Digital Marketing
Total (Credits)	54	51
Total Workshops	3	2

Career Prospects

MBA Law graduates are sought after in sectors such as Consulting, Banking, Financial Services and Insurance (BFSI), Manufacturing, Services, IT & ITES, FMCG, Infrastructure, Healthcare, Retail, Tourism and Hospitality.

Roles MBA (Law) graduates can be offered the following roles in the above industries.

Corporate Houses	<ul style="list-style-type: none"> Inhouse Legal Counsel , Contracts and Operations Management Deal Reviews, Negotiations, Secretarial and Corporate Laws, ESG compliance Business Restructuring, IPO, Funding Deals by Banks, AIMS and Fls Data Privacy
Consulting	<ul style="list-style-type: none"> Transaction Advisory M&A, Restructuring IPO and Listing Due Diligence Risk Advisory, IFC FR, Dispute Resolution, Negotiation, Funding Contracts Strategy implementation and other services to corporate clients
IT, ITES & Ecommerce	<ul style="list-style-type: none"> Cyber Laws, IPR Information Security. Dispute Management Telecommunication, Fintech, E Commerce, Dispute Resolution Legal Software and related Digitization of Legal Services, Compliance
BFSI	<ul style="list-style-type: none"> Risk and Compliance Investment Banking and Financial Services by Banks, NBFC, AIFS. FII, Insurance, MES. IFs, Brokerage Firms Due Diligence, Contract and Litigation Management
Others	<ul style="list-style-type: none"> Social Entrepreneurs and NGO with funding sources under FARC Cyber Security, IPS and Arbitration, Legal Audit Consumer Protection, HR Management, ESOP, Shared Legal Services, etc



In House Counsel:

These attorneys manage the legal affairs of a business entity, providing internal legal opinion or outsourcing mandates to outside legal firms. They are responsible for developing legal policies for their business unit leaders, participate in structuring deals, contracts and also guide business operations. The MBA (Law) graduate with a background in both legal and business can form a part of internal teams tasked to find, manage and solve problems.



Management Consultant:

These consultants help 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 make MBA(Law) graduates a great choice for such roles.



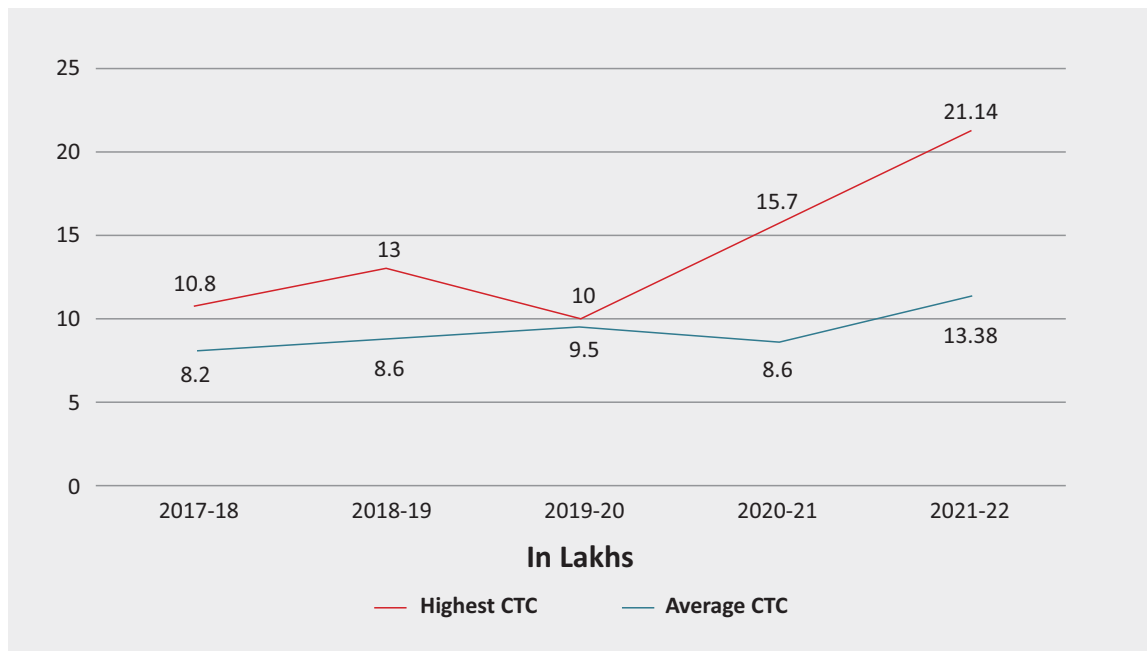
Business Law:

Corporate lawyers handle complex transactional matters involving business mergers, acquisitions and corporate restructuring, investment banking, financial restructuring and fund raising. They may also deal with real estate transactions, intellectual property, private equity and white collar crimes, cyber-crimes, contract management.

There might be a consolidation of these roles or just a standalone portfolio. But MBA (LAW) graduates are going to be trailblazers and highly sought after professionals in the changing phase of our economy and any organisation which employs their services would benefit immensely.

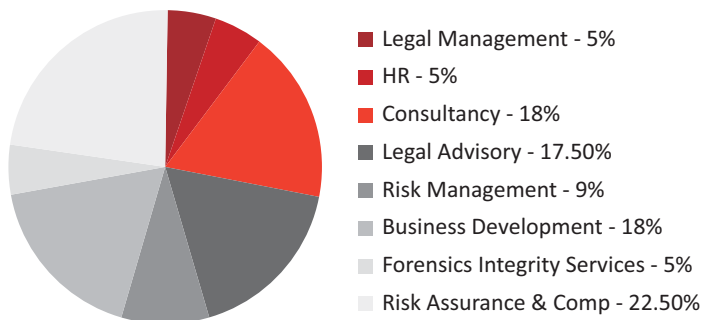
Placements

Historical Outcome

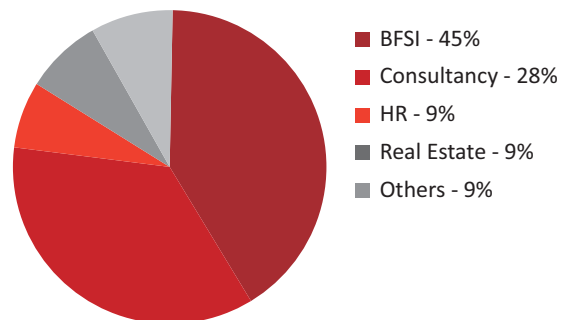


Final Placements Highlights

Job Profile Wise Placement



Sector Wise Companies that visited for Placement



Gender Ratio



Male (56%)



Female (44%)