



INDIAN INSTITUTE OF
MANAGEMENT CALCUTTA



EXECUTIVE PROGRAMME IN BUSINESS AND CORPORATE LAWS (EPBCL)

Batch 5

Long Duration Programme (LDP) for Working Professionals

PROGRAMME PARTNER



Duration: Nine months

Mode: Live lectures by IIM Calcutta faculty on video once/twice a week (attend from anywhere)
+ seven days of on-campus learning at IIM Calcutta

“Law is the last great
untapped source of
competitive advantage.”

Larry Downes

Author, Technology-Strategy-Law Expert

Index

INTRODUCTION	3
PROGRAMME OVERVIEW	4
WHO SHOULD ENROLL IN THIS PROGRAMME?	4
ELIGIBILITY CRITERIA FOR APPLICATION	4
ABOUT IIM CALCUTTA	5
ABOUT THE PROGRAMME DIRECTORS	5
PROGRAMME COVERAGE	6
HOW DO PARTICIPANTS ATTEND LECTURES?	8
METHODOLOGY	8
EVALUATION	8
CERTIFICATION AND ALUMNI STATUS	9
PROFILE OF PAST BATCHES	10
WHY ENROLL IN THIS PROGRAMME?	11
ABOUT VCNOW	12
PROGRAMME FEES	12
HOW TO APPLY	13
PROGRAMME IN A SNAPSHOT	14

INTRODUCTION

In the world of business, legal and regulatory frameworks have been traditionally viewed primarily from the compliance angle. Consequently, the potential of law as a value-added business tool has been seldom explored in business organizations. The advantages of understanding the legal environment and its significant potential in enhancing a firm's value and minimizing business risks has not been fully appreciated. American author and Technology-Strategy-Law expert Larry Downes put it succinctly when he wrote, "Law is the last great untapped source of competitive advantage."

Going beyond the realm of compliance, proactive and strategic use of law has been known to secure competitive advantage, but this aspect remains poorly understood.

Mergers & Acquisitions (M&A) have come to dominate the business landscape, becoming a key avenue for growth. India particularly has been maintaining high levels of M&A activity, even bucking global trends at times. For a deal to be successful for the buyer as well as the seller, each stage of the M&A process demands keen attention to legal aspects, which can sometimes get very complex and have significant implications on the deal structure. A keen eye for legal aspects is therefore crucial to the success of M&A deals.

With increasing complexity of business and rapid evolution of regulatory frameworks, the role of corporate legal departments—whether they outsource most of their legal work or do it in-house—is under intense spotlight. Corporate legal professionals who have a keen understanding of business and corporate laws in the modern context are shining in the spotlight as they become active participants in key strategic decisions while ensuring necessary safeguards.

Realizing the need for a modern contextual approach to business and corporate law education, IIM Calcutta launched the first batch of this programme in the year 2017. Since then, the programme has completed multiple batches, enabling hundreds of working professionals get significantly better at solving corporate legal problems. The curriculum has kept evolving in pace with changes in business, legal and regulatory landscapes.



PROGRAMME OVERVIEW

The *Executive Programme in Business and Corporate Laws (EPBCL)* is designed to impart a comprehensive understanding of the legal environment in which businesses—national as well as international—operate.

Using the framework of legal knowledge, the programme examines different facets of businesses, like setting up of business operations, raising capital (public offers, private placement, liability), transactions in the field of JV, M&A, external commercial borrowings, private equity / venture capital investments, capital and forex market regulations, strategic management of IPRs, etc.

Recognizing the importance of managing transnational business operations—which has become the mandate of many of today's managers—the programme also delves into understanding and dealing with risks in foreign investments, global trade in goods and services, international dispute resolution, and major foreign laws having implications on international business transactions.

The accent is on learning the nuances of law so that it can be used strategically to significant competitive advantage, especially in today's dynamic business landscape.

WHO SHOULD ENROLL IN THIS PROGRAMME?

The programme has been designed to meet the learning requirements of professionals with opportunities of leveraging business and corporate laws to their organization's strategic advantage, irrespective of the industry sector they belong to.

Those in the following roles will particularly find this programme immensely beneficial:

- **General Counsels • Chief Legal Officers • Corporate Legal and Secretarial professionals**
- **Professionals aspiring for a role in corporate legal teams • Legal Counsels**
- **Risk Management professionals • Corporate Planning and Strategy professionals**
- **Management Consultants • M&A professionals • Entrepreneurs**
- **Qualified lawyers in the Corporate Law practice • CA & CS professionals**

ELIGIBILITY CRITERIA FOR APPLICATION

Employed/self-employed professionals with at least a bachelor's degree (10+2+3) in any discipline with minimum 50% marks AND work experience of at least two years

Please note that application does not guarantee admission. IIM Calcutta reserves the right to select candidates. Importance will be accorded to the applicant's professional background and motivation based on the application form submitted. The two-year experience criterion is just the entry bar. Past batches of the programme have had many professionals with much higher experience.



ABOUT IIM CALCUTTA

The Indian Institute of Management Calcutta (IIMC) was established as the first national institute for Post-Graduate studies and Research in Management by the Government of India in November 1961 in collaboration with Alfred P. Sloan School of Management (MIT), the Government of West Bengal, The Ford Foundation and Indian industry. Over the past four decades, IIM Calcutta has blossomed into one of Asia Pacific region's premier business schools and amongst the top 3 business schools in India. IIM Calcutta is the first triple accredited management school from India and one amongst 86 such business schools globally to have accreditation from Association to Advance Collegiate Schools of Business (AACSB), EFMD Quality Improvement System (EQUIS) and Association of MBAs (AMBA). It has been playing a pioneering role in professionalizing Indian management through its Post Graduate and Doctoral level programme, Executive Training Programmes, Research and Consulting Activities. Today, IIM Calcutta attracts the best talent in India - a melting pot of academia, industry and research. The best and brightest young men and women pursue its academic programmes. The main thrust of training is to imbibe a sense of strategic outlook to management problems in the students. The emphasis, therefore, is on management as an integrated process and requires the students to develop a global view of economic, technological, cultural and political environment of the business. IIMC has a very strong alumni base, which makes it unique among the top management institutes of the world. IIMC alumni are occupying leadership positions as corporate managers, academicians and successful entrepreneurs, worldwide. The alumni maintain a close relation with the institute, helping each other in their growth.

ABOUT THE PROGRAMME DIRECTORS

The programme has been designed by two eminent scholars of the institute who have deep expertise in corporate and business laws. They will also deliver lectures during the programme in association with other faculty members of the institute.

Professor R. Rajesh Babu



Dr. R. Rajesh Babu is a Professor of Public Policy and Management at the Indian Institute of Management Calcutta and is also a Member of the Board of Governors of IIMC. He has obtained his Ph.D. in International Law

from Jawaharlal Nehru University (JNU), New Delhi. He has over two decades of experience in industry and academia. He has been a post-doctoral scholar in-residence at the Graduate Institute of International and Development Studies (IHEID), Geneva; a Fellow at the Centre for Studies and Research, Hague Academy of International Law; and Visiting Fellow at Hamburg University. He has served as Senior Legal Officer (2002-2009) in Asian-African Legal Consultative Organization (AALCO), New Delhi an intergovernmental organization (IGO). He also practiced law at the High Court and the subordinate courts briefly. He is a regular contributor to international journals, magazines and books.

Professor V. K. Unni



Dr. V. K. Unni, a Professor with the Public Policy and Management Group of Indian Institute of Management Calcutta, teaches at the doctoral and post-graduate levels. He did his Ph.D. in Law

from NALSAR University of Law, Hyderabad. He had taught at NALSAR University courses on Intellectual Property Law as well as Banking and Finance Law for many years. He was the first Indian academician to receive the prestigious Thomas Edison Innovation Fellowship instituted by the Center for Protection of Intellectual Property at the George Mason University, Virginia (US). He was also awarded the Max Planck India Fellowship for the term 2008-11 by Max Planck Society (Germany) and was the only awardee from the field of Law. He was a Scholar in Residence at the School of Law, University of California Davis (US). He is a regular contributor to international journals, newspapers, magazines as well as books.

PROGRAMME COVERAGE

ADVANCED CORPORATE LAW-I

Regulatory framework of corporate governance, evolving ESG considerations, Role of SEBI and various SEBI committees on corporate governance.

- Corporate restructuring through mergers, de-merger, reverse merger
- Role of NCLT in Merger
- Acquisition of shares in listed companies and Take Over Code
- Direct and In-direct acquisitions
- Acquisition of businesses/ assets (Slump sale)
- Joint Ventures – Company Law Issues
- Joint Ventures – Contractual Issues

ADVANCED CORPORATE LAW-II - TRANSACTIONS

- Regulatory framework of fund raising
- Public Offers and Private Placements
- Special Purpose Acquisition Companies
- FEMA and Foreign Investment
- Investments under Portfolio Investment Scheme
- Insolvency and Bankruptcy Code: Salient features of Introduction to Corporate Insolvency Resolution Process (CIRP) along with important case studies

DISPUTE RESOLUTION (NATIONAL AND INTERNATIONAL)

The participants will be familiarized with the legal framework for national and international framework for effective dispute resolution.

- Dispute resolution through Arbitration, conciliation and mediation - rules and procedures, Arbitration institutions, arbitration award and its challenge
- Dispute resolution in international trade- WTO DSU/FTA Dispute Settlement Clause
- Investment dispute resolution – Investment arbitration/ICSID
- Case studies



PROTECTION OF INTELLECTUAL PROPERTY RIGHTS

The legal framework for of Intellectual Property Protection will be covered.

- TRIPS Agreement
- Patent law: fundamentals, patentability conditions, patent infringement, patent licensing
- Trademark: law and eligibility for trademark registration, trademark infringement, assignment and licensing of trademarks
- Copyright: economic and moral rights, infringement of copyright, fair dealing defenses
- Trade-secret protection

LEGAL FRAMEWORK FOR COMPETITION AND CONSUMER PROTECTION

The legal framework of Corporate liability for products and services offered to the public and the consumer protection and competition framework will be covered.

- Corporate liability for Tort and Crime
- Unfair Trade Practices (UTP) – fraud and misrepresentation
- Restrictive Trade Practices (RTP) – anti-competitive agreements and practices
- Defective goods and deicient services
- Ambush marketing, tele-marketing, sms
- Data protection and privacy
- Competition Act 2002: Abuse of Dominant Position; Non-Compete Agreements; Combinations

INTERNATIONAL TRADE AND INVESTMENT LAW

Focus would be on regulatory framework for international trade for goods and services and investment; the legal framework provided under the WTO rules governing all business activities in goods and services, including, but not limited to the regulation of tariffs and non-tariff barriers during entry and exist of goods and services, unfair trade practice, subsidies, health and product safety, safeguards, remedies and the progressive liberalization of market.

- WTO – basics principles and exceptions
- Trade remedies – anti-dumping – subsidies – safeguards
- Technical barriers and sanitary and phytosanitary (SPS and TBT) measures (standardization, quality control, packing)
- Trade in services
- TRIMs
- WTO Plus agreements - Free Trade Agreements/Regional Trade Agreements
- Investment Law (FET, MFN, Expropriation); India Modal BIT
- Case studies

Note: The modules/ topics are indicative and the suggested sequence may be dropped/ modified/ adapted to fit the total programme hours.

HOW DO PARTICIPANTS ATTEND LECTURES?

This nine-month programme will be primarily delivered through live online video lectures that participants will be able to access over the Internet on their desktop/laptop irrespective of their location.

LIVE ONLINE SESSIONS

IIM Calcutta professors will deliver these lectures live from the institute and participants will be able to interact with them virtually.

Session Schedule: Sundays (10.30 AM to 1.30 PM) and select Saturdays (12 Noon to 3.00 PM)

CAMPUS IMMERSION

Participants will visit the IIM Calcutta campus twice during the programme. The first on-campus learning module will be of four days at the beginning of the programme and the second module will be of three days towards the end.

Campus immersion is a great opportunity for participants to interact face-to-face with the professors as well as cohorts in enriching discussions and classroom learning. Participation in these campus modules (total seven days) is mandatory for certification.

The campus visits are subject to government and institute guidelines prevailing at the time. If one or both the campus visits have to be cancelled by the institute due to unavoidable circumstances, the equivalent number of lecture hours will be delivered through the online mode. However, if the campus visits are conducted, participation will be mandatory for certification.

METHODOLOGY

The sessions are designed to be highly interactive and participative even when they are virtual. The programme will combine theory with practical inputs, real-life case studies, assignments and campus visit. Participants will often be expected to engage in discussions to bring out the nuances of real-life practices and challenges.

EVALUATION

IIMC will periodically evaluate participants using examinations and other evaluation methods required for certification. For candidates to successfully complete the programme, they must:

- a) have at least 66% attendance in each of the courses, and
- b) attend the campus immersion module, and
- c) receive no more than two 'poor' grades in the whole programme

CERTIFICATION AND ALUMNI STATUS

On successful completion of the programme (as defined under EVALUATION), participants will receive their certificate of completion from IIM Calcutta. They will also be accorded the prestigious IIM Calcutta Executive Education Alumni status.

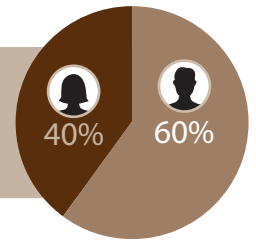


Note: Certificate sample for illustration purposes only. Design subject to change as per sole discretion of the institute.

PROFILE OF PAST BATCHES

Average Work experience
11 Years

Participant Gender Split



Industries Represented



Banking & Financial Services



IT/ITES



Consulting



Legal



Media & Entertainment



FMCG



Healthcare & Pharma



Manufacturing



Energy



E-Commerce



F&B



Oil & Gas



Telecommunication

& others..

What Past Participants Say



"Despite not having a legal background, EPBCL was highly informative and allowed me to learn about different aspects of law from various professors and students with diverse backgrounds and experiences. I gained experience drafting contracts around the regulatory changes in the Fintech industry."

Milind Tahalani

Business Development Manager
Flipkart



"I took EPBCL mainly to acquire more knowledge in IBC and insolvency matters, but I was delighted to discover other essential topics such as the laws guiding Mergers & Acquisitions and takeover procedures. I also received valuable information about the Competition Control Board. Taking this course has significantly broadened my expertise in the field."

Harshit Thareja

Legal Practitioner
Delhi High Court



"EPBCL gives you an overview of the changing rules and regulations, allowing you to break them down into micro-decisions. This course equips you for bringing a well-rounded perspective to board members and senior management by introducing you to a variety of legal systems and laws. It is essential to take this course if you wish to advance from a single contributor to a leadership position."

Ansuman Patro

Group Product Manager
Evalueserve

WHY ENROLL IN THIS PROGRAMME?

If your job demands an understanding of the business legal landscape or even if you are aspiring for such a role, this programme will equip you to excel in that role. While you will learn to use law for risk management, you will also get a keen understanding of the strategic potential of law that can translate into distinct competitive advantages—a facet that often remains unexplored.

EPBCL will help you build and hone competencies towards:

- Understanding normative and constraining aspects of law
- Setting up businesses & companies
- Raising capital – ECB, private equity / venture capital investments
- Leveraging operating laws to gain a competitive environment
- Creating value and differentiation through IPR
- Managing risks in foreign investments and global trade
- Understanding of international dispute resolution
- Understanding of capital and forex market regulations
- Leveraging JVs and M&As for inorganic growth

You will be able to use the legal framework to:

- Formulate strategic decisions effectively
- Leverage toolkits to take informed decisions
- Devise corporate strategies without legal loopholes and implications
- Upgrade your knowledge with the latest and important developments

ABOUT VCNOW

IIM Calcutta has partnered with VCNOW—a premier Executive Education enabler—for the delivery of this programme. The academic aspects of the programme including certification will be administered by IIM Calcutta. VCNOW will enable the technology platform for programme delivery, and act as a facilitator between the participants and the institute so that the learning experience is seamless, enriching and enjoyable.

VCNOW is trusted by India's premier B-Schools as well as thousands of working professionals who have benefitted from various career-enhancing executive education programmes. VCNOW is also the largest infrastructure based HD-videoconference service provider of India. Its countrywide network of 60+ virtual classroom studios spread across 30 cities, extends the interactive live learning experience from the four walls of institute classrooms to neighbourhoods across the country. Its online learning platform, in the Direct-to-Device (D2D) mode, extends the reach further, making interactive live learning possible on any connected device anywhere.

VCNOW is a brand owned by Unified Collaboration Services LLP.

PROGRAMME FEES

Application Fee	INR 2,500	
Programme Fee <i>(inclusive of Campus Fee)</i>	INR 2,65,000 Payable in three installments	Installment 1 <i>To be paid within 10 days of issuance of offer letter</i> INR 90,000
		Installment 2 <i>Payable by January 09, 2024</i> INR 91,000
		Installment 3 <i>Payable by March 09, 2024</i> INR 84,000

Please note:

- Additional GST (currently at 18%) will be applicable on all above amounts. Any additional payment due to change in any of the applicable govt. taxes during the tenure of the programme will have to be borne by the participants.
- All fees (including application fee) are non-refundable.
- Payment of all fees should be made in favour of Unified Collaboration Services LLP. VCNOW is a brand owned by Unified Collaboration Services LLP.

LOAN ASSISTANCE

Loans from financial institutions are available for pursuing this programme. If you need assistance with availing a loan, connect with Programme Advisors on +91-8929908997 (9 am to 9 pm).

IMPORTANT DATES

Application Closure Date (first phase): **July 31, 2023**

Programme Commencement: **November 2023**

HOW TO APPLY

Applications to the programme are accepted only through the online route. Visit the following link to apply online:

https://iimcalcutta.vcrvcnow.in/EPBCL-05/STUDENT-REG/Registration_lms.php

The application must be complete in all respects including remittance of application fees, uploading of academic and experience related documents and submission of Statement of Purpose (SOP) & Profile. Incomplete applications will not be considered for further processing.

In case you need any assistance during the application process or have a query about the programme, please speak to our Senior Academic Advisors on +91-8929908997 (9 am to 9 pm).



PROGRAMME IN A SNAPSHOT

IIM Calcutta's EXECUTIVE PROGRAMME IN BUSINESS AND CORPORATE LAWS (EPBCL)

Batch 5

DURATION

Nine months

MODE

Live lectures on video (attend from anywhere)
+ seven days of on-campus learning

WHO SHOULD ENROLL?

- General Counsels • Chief Legal Officers
- Corporate Legal and Secretarial professionals
 - Professionals aspiring for a role in corporate legal teams
 - Legal Counsels • Risk Management professionals
 - Corporate Planning and Strategy professionals
 - Management Consultants
 - M&A professionals • Entrepreneurs
 - Qualified lawyers in the Corporate Law practice
 - CA & CS professionals

ELIGIBILITY CRITERIA

Employed/self-employed professionals with at least a bachelor's degree (10+2+3) in any discipline with minimum 50% marks AND work experience of at least two years

PROGRAMME DIRECTORS

Prof. R. Rajesh Babu & Prof. V. K. Unni
IIM Calcutta

PROGRAMME PARTNER

VCNow
Brand owned by Unified Collaboration Services LLP

FEES

Application Fee: INR 2,500 + GST
Programme Fee: INR 2,65,000 + GST

IMPORTANT DATES

Application Closure Date (first phase): July 31, 2023
Programme Commencement: November 2023

CONTACT DETAILS

Senior Academic Advisors (9 am to 9 pm)
+91-8929908997

APPLY ONLINE

https://iimcalcutta.vcrvcnow.in/EPBCL-05/STUDENT-REG/Registration_lms.php



INDIAN INSTITUTE OF
MANAGEMENT CALCUTTA

Diamond Harbour Road Joka, Kolkata (Calcutta) - 700104
West Bengal, INDIA

