

# Cover Sheet: Request 15201

## LAW 6XXX - Law and entrepreneurship

### Info

Process	Course New Ugrad/Pro
Status	Pending at PV - University Curriculum Committee (UCC)
Submitter	Krista Vaught kfields@law.ufl.edu
Created	7/24/2020 3:51:59 PM
Updated	4/12/2021 11:11:33 AM
Description of request	Proposal for permanent course approval of law and entrepreneurship

### Actions

Step	Status	Group	User	Comment	Updated
Department	Approved	LAW - Juris Doctor 24010000	Rachel Inman		4/12/2021
Syllabus - law and entrepreneurship.pdf					7/24/2020
College	Approved	LAW - College of Law	Rachel Inman		4/12/2021
No document changes					
University Curriculum Committee	Pending	PV - University Curriculum Committee (UCC)			4/12/2021
No document changes					
Statewide Course Numbering System					
No document changes					
Office of the Registrar					
No document changes					
Student Academic Support System					
No document changes					
Catalog					
No document changes					
College Notified					
No document changes					

# Course|New for request 15201

## Info

**Request:** LAW 6XXX - Law and entrepreneurship

**Description of request:** Proposal for permanent course approval of law and entrepreneurship

**Submitter:** Krista Vaught kfields@law.ufl.edu

**Created:** 7/24/2020 3:44:14 PM

**Form version:** 1

## Responses

### Recommended Prefix

*Enter the three letter code indicating placement of course within the discipline (e.g., POS, ATR, ENC). Note that for new course proposals, the State Common Numbering System (SCNS) may assign a different prefix.*

Response:

LAW

### Course Level

*Select the one digit code preceding the course number that indicates the course level at which the course is taught (e.g., 1=freshman, 2=sophomore, etc.).*

Response:

6

### Course Number

*Enter the three digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles. For new course requests, this may be XXX until SCNS assigns an appropriate number.*

Response:

XXX

### Category of Instruction

*Indicate whether the course is introductory, intermediate or advanced. Introductory courses are those that require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.*

Response:

Intermediate

- 1000 level = Introductory undergraduate
- 2000 level = Introductory undergraduate
- 3000 level = Intermediate undergraduate
- 4000 level = Advanced undergraduate
- 5000 level = Introductory graduate
- 6000 level = Intermediate graduate
- 7000 level = Advanced graduate
- 4000/5000= Joint undergraduate/graduate
- 4000/6000= Joint undergraduate/graduate

*\*Joint undergraduate/graduate courses must be approved by the UCC and the Graduate Council)*

**Lab Code**

Enter the lab code to indicate whether the course is lecture only (None), lab only (L), or a combined lecture and lab (C).

Response:

None

**Course Title**

Enter the title of the course as it should appear in the Academic Catalog. There is a 100 character limit for course titles.&nbsp;

Response:

Law and Entrepreneurship

**Transcript Title**

Enter the title that will appear in the transcript and the schedule of courses. Note that this must be limited to 30 characters (including spaces and punctuation).

Response:

Law and Entrepreneurship

**Degree Type**

Select the type of degree program for which this course is intended.

Response:

Professional

**Delivery Method(s)**

Indicate all platforms through which the course is currently planned to be delivered.

Response:

On-Campus

**Co-Listing**

Will this course be jointly taught to undergraduate, graduate, and/or professional students?

Response:

No

**Effective Term**

Select the requested term that the course will first be offered. Selecting "Earliest" will allow the course to be active in the earliest term after SCNS approval. If a specific term and year are selected, this should reflect the department's best projection. Courses cannot be implemented retroactively, and therefore the actual effective term cannot be prior to SCNS approval, which must be obtained prior to the first day of classes for the effective term. SCNS approval typically requires 2 to 6 weeks after approval of the course at UF.

Response:  
Earliest Available

**Effective Year**

Select the requested year that the course will first be offered. See preceding item for further information.

Response:  
2020

**Rotating Topic?**

Select "Yes" if the course can have rotating (varying) topics. These course titles can vary by topic in the Schedule of Courses.

Response:  
No

**Repeatable Credit?**

Select "Yes" if the course may be repeated for credit. If the course will also have rotating topics, be sure to indicate this in the question above.

Response:  
No

**Amount of Credit**

Select the number of credits awarded to the student upon successful completion, or select "Variable" if the course will be offered with variable credit and then indicate the minimum and maximum credits per section. Note that credit hours are regulated by Rule 6A-10.033, FAC. If you select "Variable" for the amount of credit, additional fields will appear in which to indicate the minimum and maximum number of total credits.

Response:  
3

**S/U Only?**

Select "Yes" if all students should be graded as S/U in the course. Note that each course must be entered into the UF curriculum inventory as either letter-graded or S/U. A course may not have both options. However, letter-graded courses allow students to take the course S/U with instructor permission.

Response:  
No

**Contact Type**

Select the best option to describe course contact type. This selection determines whether base hours or headcount hours will be used to determine the total contact hours per credit hour. Note that the headcount hour options are for courses that involve contact between the student and the professor on an individual basis.

Response:

## Regularly Scheduled

- Regularly Scheduled [base hr]
- Thesis/Dissertation Supervision [1.0 headcount hr]
- Directed Individual Studies [0.5 headcount hr]
- Supervision of Student Interns [0.8 headcount hr]
- Supervision of Teaching/Research [0.5 headcount hr]
- Supervision of Cooperative Education [0.8 headcount hr]

Contact the Office of Institutional Planning and Research (352-392-0456) with questions regarding contact type.

## Weekly Contact Hours

Indicate the number of hours instructors will have contact with students each week on average throughout the duration of the course.

Response:

3

## Course Description

Provide a brief narrative description of the course content. This description will be published in the Academic Catalog and is limited to 500 characters or less. See course description guidelines.

Response:

The intersection of law and entrepreneurship is an emerging field of study. This course explores the common legal and economic issues faced by highly innovative start-up companies and the angel investors and venture capitalists who fund them.

## Prerequisites

Indicate all requirements that must be satisfied prior to enrollment in the course. Prerequisites will be automatically checked for each student attempting to register for the course. The prerequisite will be published in the Academic Catalog and must be formulated so that it can be enforced in the registration system. Please note that upper division courses (i.e., intermediate or advanced level of instruction) must have proper prerequisites to target the appropriate audience for the course.

Courses level 3000 and above must have a prerequisite.

Please verify that any prerequisite courses listed are active courses.

Response:

LAW6063 Corporations

Completing Prerequisites on UCC forms:

- Use "&" and "or" to conjoin multiple requirements; do not use commas, semicolons, etc.
- Use parentheses to specify groupings in multiple requirements.
- Specifying a course prerequisite (without specifying a grade) assumes the required passing grade is D-. In order to specify a different grade, include the grade in parentheses immediately after the course number. For example, "MAC 2311(B)" indicates that students are required to obtain a grade of B in Calculus I. MAC2311 by itself would only require a grade of D-.
- Specify all majors or minors included (if all majors in a college are acceptable the college code is sufficient).
- "Permission of department" is always an option so it should not be included in any prerequisite or co-requisite.
- If the course prerequisite should list a specific major and/or minor, please provide the plan code for that major/minor (e.g., undergraduate Chemistry major = CHY\_BS, undergraduate Disabilities in Society minor = DIS\_UMN)

Example: A grade of C in HSC 3502, passing grades in HSC 3057 or HSC 4558, and undergraduate PBH student should be written as follows: HSC 3502(C) & (HSC 3057 or HSC 4558) & UGPBH &nbsp;

**Co-requisites**

*Indicate all requirements that must be taken concurrently with the course. Co-requisites are not checked by the registration system. If there are none please enter N/A.*

Response:  
N/A

**Rationale and Placement in Curriculum**

*Explain the rationale for offering the course and its place in the curriculum.*

Response:  
The College of Law is reviewing and updating our curriculum and courses. This course has been offered multiple times in previous years under the special topics course number LAW 6930. This request is part of a broader, ongoing effort to move to permanent course numbers.

**Course Objectives**

*Describe the core knowledge and skills that student should derive from the course. The objectives should be both observable and measurable.*

Response:  
Students who successfully complete this course will be able to:

- Understand the forces – both legal and non-legal – that motivate the behavior of parties in entrepreneurial relationships;
- Interpret, analyze, and assess financing contracts;
- Understand how law impacts business strategy and business plans of innovative growth companies; and

Evaluate the regulation of entrepreneurial finance

**Course Textbook(s) and/or Other Assigned Reading**

*Enter the title, author(s) and publication date of textbooks and/or readings that will be assigned. &nbsp;&nbsp;&nbsp;Please provide specific examples&nbsp;&nbsp;&nbsp;to evaluate the course and identify required textbooks.&nbsp;&nbsp;&nbsp;*

Response:  
A website for the course has been created on The West Education Network (TWEN): <http://lawschool.westlaw.com/twen/>. The website will host an increasing number of PowerPoint slides and other course materials as the semester progresses. We will utilize a number of case studies and rely very little on cases. This is a capstone course with prerequisites. The assumption is that you know how to read a case and that we can spend more time on advanced issues.

**Weekly Schedule of Topics**

*Provide a projected weekly schedule of topics. This should have sufficient detail to evaluate how the course would meet current curricular needs and the extent to which it overlaps with existing courses at UF.*

Response:  
1. Introduction  
D. Daniel Sokol & D. Gordon, Law and Entrepreneurship Summary, available on TWEN.  
Financing New Ventures William R. Kerr; Ramana Nanda English PDF | 81109  
Questions you need to answer (in one page) due the first day of class, before class - worth 5 percent of your grade

1. What role does law play in entrepreneurship?
  2. Which sources of financing are most appropriate for a new venture?
  3. How do you pitch your venture to potential funders?
  4. How is valuation determined?
  5. Provide two examples of exit strategies for the entrepreneur.
2. Law and Entrepreneurship
 

D. Gordon Smith & Darian M. Ibrahim, *Entrepreneurs on Horseback: Reflections on the Organization of Law*, 50 ARIZ. L. REV. 71 (2008)
  3. What is understanding business plans and business models
 

What Is Disruptive Innovation? Clayton M. Christensen, Michael E. Raynor, and Rory McDonald, *Harvard Business Review* (December 2015 Issue)  
Some Thoughts on Business Plans – HBS case study
  4. Venture Capital I – What are the opportunities
 

How Venture Capitalists Evaluate Potential Venture Opportunities - HBS Case Study
  5. Venture Capital II – The law of venture capital
 

Ronald J. Gilson, *Engineering a Venture Capital Market: Lessons from the American Experience*, 55 STAN. L. REV. 1067 (2003)
  5. Venture Capital III – Case study
 

HBS Case Study Adams Capital Management: Fund IV
  6. Understanding Business Plans
 

Business Model Analysis for Entrepreneurs, HBS case study
  7. Venture Capital IV - Understanding VCs
 

Andreessen Horowitz HBS case study
  8. Exiting the Prior Commitment and Starting a New Business
 

HBS Case Study: Sheila & Craig Shepherd
  10. Contract Negotiation Simulation – Entrepreneur vs. Financier [tbc]
  11. Contractual negotiations and business strategy
 

Proteus Biomedical: Making Pigs Fly HBS case study
  12. Entrepreneurial Opportunities
 

Connectu, Inc. v. Facebook, Inc. (Complaint and Memorandum in Support of Motion to Dismiss); Ronald J. Gilson, *The Legal Infrastructure of High Technology Industrial Districts: Silicon Valley, Route 128, and Covenants Not to Compete*, 74 NYU L. REV. 575 (1999)
  13. Licensing Agreements and Technology Transfer
 

InfoVision (A): Technology Transfer at Georgia Tech (HBS 9-605-064)
  14. Drafting Licensing Agreements
 

Guest Lecturer: Adjunct Professor Max Minch (University of Florida) [tbc]
  15. Formation & The Law of Joint Ventures
 

Grant v. Mitchell, 2001 WL 221509 (Del. Ch. 2001) (unpublished); Mann v. GTCR Golder Rauner, 2006 WL 839148 (D.Ariz.,2006),
  16. Tax structuring on venture capital
 

Guest Lecturer: Russell Light, Partner, Kirkland & Ellis [tbc]
  17. Formation
 

Mark Bonham, Ray Quinney & Nebeker Equity-Linked Investors, L.P. v. Adams, 705 A.2d 1040 (Del. Ch. 1997); Orban v. Field, 1997 WL 153831 (Del. Ch.) *Entrepreneur's Guide* (Chapter 5)
  18. Angel Investments I

Gracious Eloise: What Do Angels Want? (A) HBS case study

19. Angel Investments II

NEOCLONE BIOTECHNOLOGY INTERNATIONAL LLC: A CASE STUDY

20. Convertible Preferred Stock

Benchmark Capital Partners IV, L.P. v. Vague, 2002 WL 1732423 (Del. Ch.) (unpublished)

21. Staged Financing

Kimberlin v. Ciena Corporation, 1998 WL 603234 (S.D.N.Y.)

22. Voting Rights and Protective Provisions

Watchmark Corp. v. Argo Global Capital, LLC, 2004 WL 2694894 (Del. Ch.); Telcom-SNI Investors, L.L.C. v. Sorrento Networks, Inc., 2001 WL 1117505 (Del. Ch.)

23. Financial engineering

Metapath Software: September 1997, HBS case study

24. IP issues – Patents

Entrepreneur's Guide (pp. 542-557); Foro Energy (A); HBS case study,

25. IP Issues – Copyright

Black Duck Software (HBS case 806121)

26. Online Platforms

The Battle Between Search and Social Facebook- Harvard Business School case study

27. Risk management/Buying and Selling a Business

HBS case study: EMC Corp.: Proposed Acquisition of VMware, HBS case study

28. IPO – Navigating the Deal Documents

Documents will be posted onto TWEN

Guest lecturer – Jeff Munsie, GC of Merrimack Pharmaceuticals Inc, NASDAQ: MACK

29. Deals – Case study

LAE Enterprises HBS case study

30. Executive Compensation 4/4

Richard Spellman (A), HBS

31. Rethinking legal practice as entrepreneurship

KCC: Third Time's the Charm?, HBS case study

32. Fintech

A Pathway for Scotiabank's Innovation: Leveraging Fintech partnerships, HBS case study

The rest of the classes:

Presentations of second group projects

### **Grading Scheme**

*List the types of assessments, assignments and other activities that will be used to determine the course grade, and the percentage contribution from each. This list should have sufficient detail to evaluate the course rigor and grade integrity. Include details about the grading rubric and percentage breakdowns for determining grades. If participation and/or attendance are part of the students grade, please provide a rubric or details regarding how those items will be assessed.*

Response:

The final grade in this course will have the following components:

Class participation – 20%

Analysis of the first day's reading – 5%



Contractual drafting exercise - 10%  
Exam in Week 2 of the class – 20%  
Group Project 1 (Group Assigned) – 20%  
Group Project 2 (Students Choose Group) – 25%

### **Instructor(s)**

*Enter the name of the planned instructor or instructors, or "to be determined" if instructors are not yet identified.*

Response:  
D. Daniel Sokol

### **Attendance & Make-up**

*Please confirm that you have read and understand the University of Florida Attendance policy. A required statement related to class attendance, make-up exams and other work will be included in the syllabus and adhered to in the course. Courses may not have any policies which conflict with the University of Florida policy. The following statement may be used directly in the syllabus.*

• *Requirements for class attendance and make-up exams, assignments, and other work in this course are consistent with university policies that can be found at:*  
<https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>

Response:  
Yes

### **Accommodations**

*Please confirm that you have read and understand the University of Florida Accommodations policy. A statement related to accommodations for students with disabilities will be included in the syllabus and adhered to in the course. The following statement may be used directly in the syllabus:*

• *Students with disabilities requesting accommodations should first register with the Disability Resource Center (352-392-8565, [www.dso.ufl.edu/drc/](http://www.dso.ufl.edu/drc/)) by providing appropriate documentation. Once registered, students will receive an accommodation letter which must be presented to the instructor when requesting accommodation. Students with disabilities should follow this procedure as early as possible in the semester.*

Response:  
Yes

### **UF Grading Policies for assigning Grade Points**

*Please confirm that you have read and understand the University of Florida Grading policies. Information on current UF grading policies for assigning grade points is require to be included in the course syllabus. The following link may be used directly in the syllabus:*

• <https://catalog.ufl.edu/ugrad/current/regulations/info/grades.aspx>

Response:  
Yes

## Course Evaluation Policy

### Course Evaluation Policy

Please confirm that you have read and understand the University of Florida Course Evaluation Policy.

A statement related to course evaluations will be included in the syllabus. The following statement may be used directly in the syllabus:

• Students are expected to provide professional and respectful feedback on the quality of instruction in this course by completing course evaluations online via GatorEvals. Guidance on how to give feedback in a professional and respectful manner is available at <https://gatorevals.aa.ufl.edu/public-results/>. Students will be notified when the evaluation period opens, and can complete evaluations through the email they receive from GatorEvals, in their Canvas course menu under GatorEvals, or via <https://ufl.bluera.com/ufl/>. Summaries of course evaluation results are available to students at <https://gatorevals.aa.ufl.edu/public-results/>.

&nbsp;

Response:

Yes

## **Law & Entrepreneurship**

**Spring 2019**

**Wednesday to Friday**

**Three Credits**

Professor D. Daniel Sokol

Office Hours: Monday 1:30pm-3:30pm or by appointment

Telephone: 352-273-0968

Email: [sokold@law.ufl.edu](mailto:sokold@law.ufl.edu)

*January 15, 2019 version*

### **Course Description**

This course explores the legal issues faced by small and emerging-growth businesses from startup through initial public offering. Through problems, transactional materials, and judicial opinions, students will explore the interests of parties to various transactions, including venture capital, franchising, IP licensing, strategic alliances, initial public offerings, etc. The goal of the course is to provide students with a deeper understanding of the contractual structure relationships in entrepreneurial contexts.

### **Learning Outcomes**

Students who successfully complete this course will be able to:

- Understand the forces – both legal and non-legal – that motivate the behavior of parties in entrepreneurial relationships;
- Interpret, analyze, and assess financing contracts;
- Understand how law impacts business strategy and business plans of innovative growth companies; and

- Evaluate the regulation of entrepreneurial finance.

### **Materials (for background – not required reading)**

- Bagley and Dauchy, *The Entrepreneur's Guide to Business Law*
- Furr and Ahlstrom, *Nail It then Scale It: The Entrepreneur's Guide to Creating and Managing Breakthrough Innovation*

A website for the course has been created on The West Education Network (TWEN): <http://lawschool.westlaw.com/twen/>. The website will host an increasing number of PowerPoint slides and other course materials as the semester progresses. We will utilize a number of case studies and rely very little on cases. This is a capstone course with prerequisites. The assumption is that you know how to read a case and that we can spend more time on advanced issues.

### **Meetings**

The class will meet Monday to Wednesday from 10:30am-11:20am.

### **Evaluation**

The final grade in this course will have the following components:

- Class participation – 20%
- Analysis of the first day's reading – 5%
- Contractual drafting exercise - 10%
- Exam in Week 2 of the class – 20%
- Group Project 1 (Group Assigned) – 20%
- Group Project 2 (Students Choose Group) – 25%

**You have read the above correctly. Twenty percent of the grade is based on a one hour exam that will be given at the beginning of Class 8 (after add/drop). Drop this class NOW, if you are not going to be prepared.** The purpose of the quiz will be to determine that you did the reading and made a valiant effort to digest it. It is not intended to measure your mastery. That is what we will try to develop over the course of the semester. But since we have only 42 classes, I want everyone to start with some sense of what we are going to talk about.

### **Class Attendance and Participation**

**Any student that misses more than six (6) classes for the course may be dropped from the class.** I use *may* rather than *shall* because health issues will be treated differently from other absences (so long as you email me in advance). Habitual tardiness to class will be treated the

same as absence from the class. I take attendance in the beginning of each class. I take this policy seriously because in the real world, absenteeism and tardiness are punished. You need to start thinking and acting like a professional while in school. I can give you lots of war stories of people who do not hit the ground running in practice and were tainted with a bad reputation from Day 1. Do not let it happen to you.

I may need to reschedule some classes during the course of the semester. My preference is to front load these make-up dates so as to provide for some cushion later on in the class to go over old exams and general questions.

Finally, let me address a subject that has agitated a great many electrons on the law professor blogs and listservs: the use of laptop computers in class for things other than taking notes or looking at the statutes. I think it is anachronistic and honestly, beneath me, to do anything so draconian as to force students to write instead of type (I work almost exclusively on a keyboard). I am going to work very, very hard to teach this complex material in a way that makes sense and highlights the theory and practice in a digestible way. I hope you reciprocate by using (i.e. not using) your electronic window to the world and others responsibly while in class.

## **Reading Assignments**

Below is a list of reading assignments. Though each assignment could be covered in one class session, some assignments may require more than one session. There may need to be some changes based upon the guest speakers needing last minute changes to their schedules.

### 1. Introduction

D. Daniel Sokol & D. Gordon, Law and Entrepreneurship Summary, available on TWEN.

Financing New Ventures William R. Kerr; Ramana Nanda English PDF | 81109

Questions you need to answer (in one page) due the first day of class, before class - **worth 5 percent of your grade**

1. What role does law play in entrepreneurship?
2. Which sources of financing are most appropriate for a new venture?
3. How do you pitch your venture to potential funders?
4. How is valuation determined?
5. Provide two examples of exit strategies for the entrepreneur.

### 2. Law and Entrepreneurship

D. Gordon Smith & Darian M. Ibrahim, [\*Entrepreneurs on Horseback: Reflections on the Organization of Law\*](#), 50 ARIZ. L. REV. 71 (2008)

3. What is understanding business plans and business models

What Is Disruptive Innovation? Clayton M. Christensen, Michael E. Raynor, and Rory McDonald, Harvard Business Review (December 2015 Issue)

Some Thoughts on Business Plans – HBS case study

4. Venture Capital I – What are the opportunities

How Venture Capitalists Evaluate Potential Venture Opportunities - HBS Case Study

5. Venture Capital II – The law of venture capital

Ronald J. Gilson, [\*Engineering a Venture Capital Market: Lessons from the American Experience\*](#), 55 STAN. L. REV. 1067 (2003)

5. Venture Capital III – Case study

HBS Case Study Adams Capital Management: Fund IV

6. Understanding Business Plans

Business Model Analysis for Entrepreneurs, HBS case study

7. Venture Capital IV - Understanding VCs

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8. Exiting the Prior Commitment and Starting a New Business

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10. Contract Negotiation Simulation – Entrepreneur vs. Financier [tbc]

11. Contractual negotiations and business strategy

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## 12. Entrepreneurial Opportunities

Connectu, Inc. v. Facebook, Inc. (Complaint and Memorandum in Support of Motion to Dismiss); Ronald J. Gilson, [\*The Legal Infrastructure of High Technology Industrial Districts: Silicon Valley, Route 128, and Covenants Not to Compete\*](#), 74 NYU L. REV. 575 (1999)

## 13. Licensing Agreements and Technology Transfer

InfoVision (A): Technology Transfer at Georgia Tech (HBS 9-605-064)

## 14. Drafting Licensing Agreements

Guest Lecturer: Adjunct Professor Max Minch (University of Florida) [tbc]

## 15. Formation & The Law of Joint Ventures

[Grant v. Mitchell, 2001 WL 221509 \(Del. Ch. 2001\)](#) (unpublished); [Mann v. GTCR Golder Rauner, 2006 WL 839148 \(D.Ariz.,2006\)](#).

## 16. Tax structuring on venture capital

Guest Lecturer: Russell Light, Partner, Kirkland & Ellis [tbc]

## 17. Formation

Mark Bonham, Ray Quinney & Nebeker [Equity-Linked Investors, L.P. v. Adams, 705 A.2d 1040 \(Del. Ch. 1997\)](#); [Orban v. Field, 1997 WL 153831](#) (Del. Ch.) Entrepreneur's Guide (Chapter 5)

## 18. Angel Investments I

Gracious Eloise: What Do Angels Want? (A) HBS case study

## 19. Angel Investments II

NEOCLONE BIOTECHNOLOGY INTERNATIONAL LLC: A CASE STUDY

## 20. Convertible Preferred Stock

[Benchmark Capital Partners IV, L.P. v. Vague, 2002 WL 1732423](#) (Del. Ch.) (unpublished)

21. Staged Financing

[Kimberlin v. Ciena Corporation, 1998 WL 603234](#) (S.D.N.Y.)

22. Voting Rights and Protective Provisions

[Watchmark Corp. v. Argo Global Capital, LLC, 2004 WL 2694894](#) (Del. Ch.); [Telcom-SNI Investors, L.L.C. v. Sorrento Networks, Inc., 2001 WL 1117505](#) (Del. Ch.)

23. Financial engineering

Metapath Software: September 1997, HBS case study

24. IP issues – Patents

Entrepreneur's Guide (pp. 542-557); Foro Energy (A); HBS case study,

25. IP Issues – Copyright

Black Duck Software (HBS case 806121)

26. Online Platforms

The Battle Between Search and Social Facebook- Harvard Business School case study

27. Risk management/Buying and Selling a Business

HBS case study: EMC Corp.: Proposed Acquisition of VMware, HBS case study

28. IPO – Navigating the Deal Documents

Documents will be posted onto TWEN

Guest lecturer – Jeff Munsie, GC of Merrimack Pharmaceuticals Inc, NASDAQ: MACK

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*LAE Enterprises* HBS case study

30. Executive Compensation 4/4

Richard Spellman (A), HBS

31. Rethinking legal practice as entrepreneurship

KCC: Third Time's the Charm?, HBS case study

32. Fintech



A Pathway for Scotiabank's Innovation: Leveraging Fintech partnerships, HBS case study

The rest of the classes:

Presentations of second group projects