



HIDAYATULLAH NATIONAL LAW UNIVERSITY, RAIPUR

TITLE OF THE COURSE	Negotiated Transactions in India
OFFERED TO (UG /PG)	UG/PG
NAME OF THE COURSE INSTRUCTOR:	Vaibhav Ganjiwale
ACADEMIC DETAILS	B.A.LL.B (Hons.), Nalsar University of Law, Hyderabad.
RELEVANT TEACHING EXPERIENCE – (IN YEARS- FULL TIME/PART TIME /GUEST LECTURES	9+ Years of professional experience. One year’s teaching experience as resident Teaching Associate on commercial laws at Nalsar University of Law.
CURRENT POSITION	Head, Learning & Development at Cyril Amarchand Mangaldas
ORGANIZATION / PRACTICE -DETAILS	Provided in the Bio below.
INDUSTRY/LAW PRACTICE - EXPERIENCE	Provided in the Bio below.
RELEVANT RESEARCH EXPERIENCE IF ANY (FULL TIME/PART TIME IN YEARS)	Part of the 5-Member Team which submitted ‘ Proposals on Reform of Legal Education In NLU ’ to Ministry of Law & Justice, Government of India, based on evidence based study conducted in AY 2016-2017.
PHONE/MOBILE NUMBER	Not to be uploaded on the website- +91 9892163331
EMAIL ID	Not to be uploaded on the website- vaibhavganjiwale@gmail.com
A SHORT PROFESSIONAL BIO OF THE INSTRUCTOR (250 WORDS)	<p>Vaibhav graduated from the NALSAR University of Law, Hyderabad in 2011. Between 2011 and 2016 he worked as a corporate lawyer with the Mumbai Offices of Khaitan & Co. and IndusLaw, advising his clients on mergers and acquisition, and general corporate matters. In the academic year 2016-17, Vaibhav worked as a full-time Teaching Associate at NALSAR, where he taught commercial laws to the undergraduate batches. In this period he was inducted in the 5-member team conducting India’s first empirical study to suggest evidence based proposals on reforms in legal education in India. The study was funded by Ministry of Law & Justice, Government of India, and executed by Nalsar. Since June 2017, Vaibhav has been working with Cyril Amarchand Mangaldas as the Head of Learning & Development.</p> <p>In the past, Vaibhav has conducted technical and non-technical courses at Nalsar, NLU Delhi, HNLU Raipur, MNLU Nagpur and NMIMS School of Law. He takes keen interest in issues concerning law firm management, legal education and the possibilities of knowledge & experience sharing between legal academia and industry.</p>

PRE-REQUISITES FOR STUDENTS IF ANY	Will share a list of session-wise readings with the course coordinator in some time.	
ABSTRACT OF THE COURSE (AROUND 500 WORDS)		
Chapter	Content	Duration (In hours)
1.	<ul style="list-style-type: none"> ▪ Business Needs & Kinds of Negotiated Transactions ▪ Legal Restrictions & Ease of Doing Business ▪ Dramatis personae 	2
2.	Due Diligence, Valuation & Deal Structures	2
3.	<ul style="list-style-type: none"> ▪ Share Acquisition Transactions ▪ Key Documents 	2
4.	Shareholders Agreement & The Companies Act 2013	2
5.	Asset Sale & Business Transfers	2
6.	Court Approved Schemes: Amalgamations, Reorganizations & Demergers	2
7.	List Co Transactions: What difference does it make?	2
8.	Role of Regulators: Do they negotiate?	2
EVALUATION METHOD	Blend of Classroom Assignments/Quizzes and a 2-Page Research Note (not a research paper!)	