

# **BUSINESS LAW**

**IE University**

Professor: **Alberto Mata  
Rodriguez**

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Degree course: THIRD

Semester: 1º

Category: COMPULSORY

Number of credits: 4.0

Language: English

## **PREREQUISITES**

### **SUBJECT DESCRIPTION**

The business paradigm has changed and evolved through time. Globalization, international business transactions and the Internet have changed the legal landscape and the way in which people do business. As geographical borders merge through institutions such as the EU, and barriers to trade are lifted, the competition among the skilled economists, business people and lawyers increases. It is no longer enough to be highly skilled in your area of expertise or jurisdiction; the market expects business experts and economists to be legally literate, in the same way as lawyers need to be commercially aware and have a fair understanding of economics and business.

Every single business transaction, to be sound, needs to take into account legal rules. People organize themselves in business organizations to trade; the form of organization will most definitely depend on legal implications.

Obviously, a business person or economist does not need to have a PhD in law in order to be able to take well-reasoned business decisions taking into account legal implications. The purpose of this course is to provide non-lawyers with a business vocation a clear understanding of the law, its basic structure and institutions with a clear focus on contractual and corporate law.

This course will be approached from a comparative law perspective, following a practical review of the two main legal systems, the Civil Law and Common Law systems, without aiming to draw attention to their differences but rather their similarities. This approach is followed since the business or economics student will find little benefit from knowing differences between jurisdictions, but how their decision making will be influenced by reoccurring legal problems throughout most jurisdictions. Thus, the non-lawyer requires knowledge of legal fundamentals which will help him shape his business strategy.

This course aims to provide a starting point for the students' understanding of business law, particularly contractual and corporate law. The course covers a wide array of practices and legal problems through the use of case studies. We will examine the formation and termination of contracts, tortious liability, land and property transactions and corporate and business transactions, including mergers and acquisitions, initial public offerings and insolvency.

## **OBJECTIVES AND SKILLS**

- To gain from a very practical standpoint a fair understanding of the basic legal framework of public institutions and private organizations across the main developed countries of the world, mainly focusing on those of the UK, the US and continental Europe.
- To acquire a basic knowledge of the key questions of corporate and contractual law.
- To understand how legal implications affect business decisions.
- To acquire a good command knowledge of legal concepts.
- To provide tools for the students to identify risks and implications when dealing with legal documents.
- To identify strategies for reducing or managing legal risks of business decisions.

## METHODOLOGY

Several methods of teaching and learning will be used during the 20 sessions, including lectures, organized discussions, group work and review of media/press releases.

Teaching methodology	Weighting	Estimated time a student should dedicate to prepare for and participate in
Lectures	20.0 %	20 hours
Discussions	15.0 %	15 hours
Exercises	10.0 %	10 hours
Group work	25.0 %	25 hours
Other individual studying	30.0 %	30 hours
TOTAL	100.0 %	100 hours

## EVALUATION CRITERIA

### 6.1. GENERAL OBSERVATIONS

Each student has four attempts over two consecutive academic years to pass this course.

Students must attend at least 70% of the sessions. Students who do not comply with the 70% attendance rule will lose their 1st and 2nd chance, and go directly to the 3rd one (they will need to enroll again in this course next academic year).

Students who are in third or fourth call should contact the professor during the first two weeks of the course.

Your final grade in the course will be based on both individual and group work of different characteristics that will be weighted in the following way:

Criteria	Percentage	Comments
Class Participation	20 %	
Workgroups	20 %	
Intermediate Tests	20 %	
Final Exam	40 %	

## **PROFESSOR BIO**

**Professor:** ALBERTO MATA RODRIGUEZ

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Alberto Mata Rodríguez is the Director of the Legal Department in Spain of Deutsche Pfandbriefbank AG, leading European specialist bank for real estate financing and public investment finance. He previously worked as an associate of the Banking and Capital Markets Department of Gómez-Acebo & Pombo Abogados.

He has also worked as an extern of the Financial and Fiscal Law Unit of the International Monetary Fund (IMF) and has collaborated with the World Bank as a contributor of the Doing Business Report in 2015, 2016, 2017, 2018, 2019 and 2020. His expertise areas are real estate finance, acquisition finance, asset finance (including tax leases), project finance and restructuring and corporate finance matters.

Prof. Mata Rodríguez has a degree in Law (J.D. equivalent) and a B.B.A. from Universidad Carlos III de Madrid. He has taken part in various educational programs in different universities around the world, such as Harvard Law School (Massachusetts, USA); European Business School (Oestrich-Winkel, Germany); University of Florida (Florida, USA); Bled School of Management (Bled, Slovenia); and Lehigh University (Pennsylvania, USA). Furthermore, in 2013 he pursued a LL.M. in Securities & Financial Regulation at Georgetown University, where he was a member of this university's Committee on Investments and Social Responsibility.

In October 2013 the International Bar Association (IBA) awarded Prof. Mata Rodríguez with the IBA Outstanding Young Lawyer of the Year in Recognition of William Reece Jr. award. The IBA is the world's leading organization of international legal practitioners, bar associations and law societies. In addition, in June 2018 Alberto was included by Legal 500 in the GC Power List Spain, – which highlights the most influential senior in-house counsels in the Spanish legal market –. Also, Professor Mata has been selected as one of the top Economic Leaders for Tomorrow in Spain for years 2018 and 2019 by Choiseul Institute.

In addition, Professor Mata serves as a Vice-President of the Board of Trustees (Patronato) of Fundación HogarSí; and as Secretary of the Board of Trustees of UNICEF Madrid Committee (Junta Directiva de Madrid).