EXECUTIVE LLM

Two world-class institutions, one unique experience

IE Law School

Since their inception, the undergraduate and graduate law programs at IE Law School have trained generations of lawyers worldwide for success in law firms, as well as in the corporate sector and public service.

The recognized prestige of IE’s business and law programs is based on the excellence of its faculty, the strength of its academic programs, and the experience and diversity of its student body. International rankings from publications such as the Financial Times, The Wall Street Journal, The Economist or Business Week place IE in the top law and business schools in Europe, and among the leading schools worldwide.

IE Law School is centrally located in the exciting city of Madrid, the financial and political capital of Spain. The city’s geographic location makes it a cultural crossroads, the perfect bridge between Europe, the Americas and Africa. Madrid offers a wealth of history in its architecture and traditions, as well as breathtaking modernity. This Spanish and cosmopolitan environment, together with a lively cultural and social scene, provides the perfect backdrop for a unique educational experience.

Northwestern University School of Law

Northwestern University School of Law is one of America’s most pre-eminent institutions for legal education. With a Strategic Plan that responds to the increasing complexity, globalization, and competitiveness of the legal profession, Northwestern Law is better positioned than any other law school to prepare students from around the world to succeed in today’s global economy.

Participants in the Executive LLM Program are eligible to apply for a number of financing options, including scholarships. Among these alternatives, particular mention should be made of endowment grants, external loan financing and scholarships.

Admission Requirements

To learn more about the opportunity to participate in the IE-NU Financial Assistance programme, please visit: financialaid.ie.edu.

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Located in the heart of downtown Chicago, the law school’s lakefront campus provides a spectacular setting in which to study law. With approximately 8 million people in the metropolitan area, Chicago is the third largest city in the United States. The city is a virtual explosion of cultural activity, civic pride and multicultural expression. From stunning architecture and world famous museums to lakefront parks and vibrant ethnic neighborhoods, Chicago offers a range of attractions to satisfy every taste.

*The students are among the best I have ever taught - smart, experienced, questioning, contributing - which enriched the program for both the students and faculty. It is easy to imagine bright futures for these students in a rapidly globalizing world where the lines between business and law are quickly blurring.*

Professor James J. Hanks, Jr.

Northwestern Law

Northwestern University School of Law

375 East Chicago Ave

Chicago, IL 60611

Tel.: +1 312.503.3672

Janet Garesche

j-garesche@law.northwestern.edu

www.law.northwestern.edu

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**Admission Requirements**

- A LLB degree from an accredited college or university (an applicant without a first degree in law may be admitted on a case-by-case basis with Master-in-Studies in Law (MSL) degree or equivalent work experience dealing with legal or regulatory matters).
- Three years of professional experience.
- A complete application for evaluation by the Admissions Committee, including all supporting documents (www.ie.edu/app).
- Personal or telephone interview with a faculty or administrator from IE Law School or Northwestern Law.

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Format: Blended format which combines intensive on-campus periods in Madrid and Chicago with interactive on-line learning periods.

Content: Combines the Anglo-American common law and its application in international practice with management fundamentals vital to the practice of law in business environments.

Language of instruction: English

Location: Madrid, Chicago and online instruction

Duration: 8 months (September-May)

Profile: Working lawyers and other professionals with at least 3 years of experience*

* An applicant without a first degree in law may be admitted as a candidate for the Master of Studies in Law (MSL) degree upon submission of a comprehensive application document, including a statement of purpose, relevant work experience, and letters of recommendation.

Admission Requirements

- A Law degree from an accredited college or university (an applicant without a first degree in law may be admitted as an MSL candidate on proof of substantial work experience dealing with legal or regulatory matters).
- Two years of professional experience.
- A complete application for evaluation by the Admissions Committee, including all supporting documents (www.ie.edu/apply).
- Personal interviews with faculty members of IE Law School.

To learn more about the opportunities to apply to the IE Law School's Executive LLM Program, please visit: www.ie.edu/law

Financial Aid

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The Executive LLM Program offers prospective students a unique learning experience based on the following pillars of professional development:

1. **Comprehensive Curriculum**: Over the course of the program, participants are exposed to a broad and in-depth curriculum designed to enhance their legal and business acumen.
2. **Interdisciplinary Approach**: Combining legal and business studies, the program offers a unique perspective on the intersection of law and the business world.
3. **Global Perspective**: With a focus on international law and business, the program prepares students to navigate the complexities of global markets and legal systems.
4. **Practical Application**: Emphasis on real-world application through case studies, simulations, and internships ensures that students are equipped with practical skills.
5. **Networking Opportunities**: The program offers networking opportunities with peers and industry leaders, facilitating professional growth.
6. **Experiential Learning**: Through experiential learning opportunities, students gain practical experience that complements their academic studies.

The Executive LLM Program is structured to provide a balance between on-campus and online instruction, allowing participants to maximize their learning experience while balancing professional and personal commitments.

Program Overview

- **Core Law Courses**
  - **Corporations**: Analysis of state and federal laws governing corporate entities, including the structure of US antitrust law as applied to mergers and vertical contracts, monopolization, tying and restrictive trade practices.
  - **Finance**: Discussion of key concepts in financial law, including capital markets, investment tools, and the legal framework of financial transactions.
  - **Negotiation**: Strategies and skills for effective negotiation, including the role of cultural and legal factors in international negotiations.
  - **Real Estate**: Analysis of real property law, including the sale and purchase of property, real estate development, and environmental law.

- **Business Administration Module**
  - **Business Law**: Examination of the role of law in business, including legal aspects of international business and trade agreements.
  - **Marketing for Lawyers**: Strategies for effective marketing of legal services, including digital marketing and networking.

- **Professional and Personal Development**
  - **Expand Your Professional Network**: Opportunities for professional networking and career development.
  - **Global Awareness**: Exposure to diverse legal systems and cultures through international guest lectures and case studies.

- **Class Profile**
  - **Gender Distribution**: Male 60%, Female 40%
  - **Residence**: Includes participants from over 35 countries worldwide.
  - **Career Experience**: Average of 12 years of professional experience.
  - **Location Distribution**: Participants from various continents and countries, reflecting a global perspective.

The Executive LLM Experience

- **World-class Faculty**: Composed of distinguished scholars and practitioners with extensive experience in their respective fields.
- **International Opportunities**: Study abroad programs and partnerships with leading law schools around the world.
- **Career Services**: Comprehensive support for career development, including resume and cover letter workshops, mock interviews, and job fairs.
- **Networking Events**: Opportunities to connect with alumni and industry leaders through meet-and-greets and panel discussions.

The Executive LLM Program is designed to provide a unique learning experience that prepares participants for leadership roles in today’s global legal and business environments.
The Executive LLM Curriculum

• Core Law Courses:
  - International Arbitration: introduces international arbitration practice and procedure, from the arbitrator's perspective, including data collection, pre-appearance planning, hearings, court involvement, and enforcement.
  - Intro to Anglo-American Law: fundamentals of the legal system - based on the English common law - and its approach to the major practical areas of interest to international lawyers.
  - Business Law: structure of US business law as applied to various business contracts and practices, covering the fundamentals of the different legal rules that govern horizontal and vertical contracts, monopolies, tying, and mergers.
  - Contract Drafting: hands-on experience on improving and drafting skills. Emphasis on editing critical texts, identifying the correct legal form a document is written in, and working with international contracts written in English.
  - International Taxation: principles and underlying philosophies of international taxation, including international practical applications and tax planning. This course addresses topics on taxation of foreign persons' US income, foreign tax credits, the foreign earned income exclusion, enterprise tax credits, different mechanisms, and international tax treaties.
  - Business Strategy: value generation in industries, including the time-value-of-money and creation of value through marketing and pricing and improved my knowledge about the US and Spain. In my opinion, the experience in Madrid and subsequent classes, such as the Corporate Finance class, have been very enriching.
The Executive LLM Program offers students a unique and enriching learning experience based on three pillars of international education:

- The Anglo-American model of common law
- Comparative approach focused on international business practice
- Select subjects in international business and legal skills

The two courses which comprise the core of the Executive LLM Program are designed to meet the needs of international business practitioners. These core courses focus primarily on the areas of corporate governance, international taxation, and arbitration. Additionally, the optional residency period in Chicago provides students with the opportunity to make business connections with other graduates of a similar professional level from both IE and Northwestern Law. During the residency period, students have the opportunity to attend a variety of seminars and events, including those designed to enhance their knowledge about the latest developments in their fields.

Class Profile

The ideal candidate for the Executive LLM Program is a lawyer interested in a non-US legal system, practicing in an environment which requires knowledge of the Anglo-American legal system and its application in international practice.

Temporary Class Profile

- Regional distribution: 35% North America, 31% Europe, 26% Asia, 8% Latin America
- Gender: 53% Male, 47% Female
- Average Age: 30 years
- Language: English
- Professional experience: 10-15 years
- Married: 60%, Single: 40%
- Children: 40%
- Employment: 75% Financial Industry, 25% Law

The Executive LLM Experience

- Wielded Methods: Within each subject area, students work closely with their peers and professors, completing a variety of tasks to test their knowledge. These tasks include case analyses, analytical thinking, and writing exercises.
- Business Administration Module: Students are expected to attend all classes and be prepared for each session. The course content is focused on business administration, with an emphasis on strategic management and decision-making.
- Financial Accounting: The Executive LLM Program offers students a unique and enriching learning experience based on three pillars of international education:

  - The Anglo-American model of common law
  - Comparative approach focused on international business practice
  - Select subjects in international business and legal skills

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The Executive LLM Program provides today's practicing lawyer with the tools necessary to advance to the next level of professional success. Graduates of the Executive LLM program earn a Master of Laws (LLM) degree from Northwestern University School of Law and a Certificate in Business Administration awarded by IIM Chicago.

The Executive LLM Program offers participants a step-by-step learning experience based on three pillars of effective learning.

- **Blended Methodology:** Participants will be able to learn from the comfort of their own offices, or where their clients do business. Upon completion of the program, graduates are prepared to succeed no matter where in the world their practice are considered, for example in the areas of international taxation and arbitration. Participants are also able to earn an LLM without an extended period of time away from their personal and professional obligations, the Traditional Executive Program offers a top-quality learning experience based on three pillars of effective learning.

Program Content

**Core Law Courses**

- **Business Law:** A selection of intensive courses in business law, and vertical contracts, monopolization, tying and restraints, national and international jurisdiction, horizontal and vertical contracts, monopolization, tying and restraints, common-law legal system and its approach to the fundamentals of the transnational practice.
- **Antitrust Law:** Topics include the structure of US antitrust law as applied to various business contracts and practices, covering the different legal rules that govern horizontal and vertical contracts, monopolization, tying and restraints, US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.
- **International Taxation:** The course examines such issues as income exclusion, anti-deferral mechanisms and income, sale of US real property interests, plus an in-depth look at the policies of the US tax system applicable to US businesses. Participants will form part of the alumni association of Northwestern Law.

- **Financial Accounting:** Basic concepts of financial accounting (the income statement, balance sheet, cash flow statement, and statement of shareholders’ equity), including the time-value-of-money and creation of value for shareholders, short-term cash needs and procedures aspects of dispute resolution in the US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.
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- **Contract Drafting:** Hands-on experience on improving interpreting and drafting skills. Emphasis on selecting critical language and negotiating terms so that the contract is workable in international contexts written in English. Participants will form part of the alumni association of Northwestern Law.

- **Drafting:** Hands-on experience on improving interpreting and drafting skills. Emphasis on selecting critical language and negotiating terms so that the contract is workable in international contexts written in English. Participants will form part of the alumni association of Northwestern Law.

- **Negotiation:** An intensive seminar focusing on negotiation skills, including the time-value-of-money and creation of value for shareholders, short-term cash needs and procedures aspects of dispute resolution in the US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.

- **Business Strategy:** Focus on value generation in businesses, including the time-value-of-money and creation of value for shareholders, short-term cash needs and procedures aspects of dispute resolution in the US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.

- **Corporate Finance:** Concepts of financial accounting (the income statement, balance sheet, cash flow statement, and statement of shareholders’ equity), including the time-value-of-money and creation of value for shareholders, short-term cash needs and procedures aspects of dispute resolution in the US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.

- **Contracts:** A general introduction to the structure and purpose of contracts, the different legal rules that govern horizontal and vertical contracts, monopolization, tying and restraints, common-law legal system and its approach to the fundamentals of the transnational practice.

- **Litigation & Alternative Dispute Resolution:** Practical aspects of dispute resolution in the US, including mediation, arbitration, and negotiation. Participants will form part of the alumni association of Northwestern Law.

- **International Business:** An intensive course in business law, and vertical contracts, monopolization, tying and restraints, common-law legal system and its approach to the fundamentals of the transnational practice.

- **Applied Economics:** An intensive course in business law, and vertical contracts, monopolization, tying and restraints, common-law legal system and its approach to the fundamentals of the transnational practice.

- **Business Administration:** An intensive course in business law, and vertical contracts, monopolization, tying and restraints, common-law legal system and its approach to the fundamentals of the transnational practice.

Business Administration Module

**Financial Accounting:** Concepts essential to the practice of a company’s financial analysis, operating results and cash flows to investors, creditors and other decision makers.

**Corporate Finance:** Concepts of financial management for the legal professional, including the structure of benefits and creation of value for shareholders, short-term cash needs and procedures aspects of dispute resolution in the US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.

**Management for Lawyers:** Management and strategies, with emphasis on the unique challenges faced by professional service firms. Participants will form part of the alumni association of Northwestern Law.

- **Negotiation:** An intensive seminar focusing on negotiation skills, including the time-value-of-money and creation of value for shareholders, short-term cash needs and procedures aspects of dispute resolution in the US, stressing solutions to issues faced by businesses, whether by litigation before the courts or through arbitral pleadings, hearings, court involvement and enforcement of awards.

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