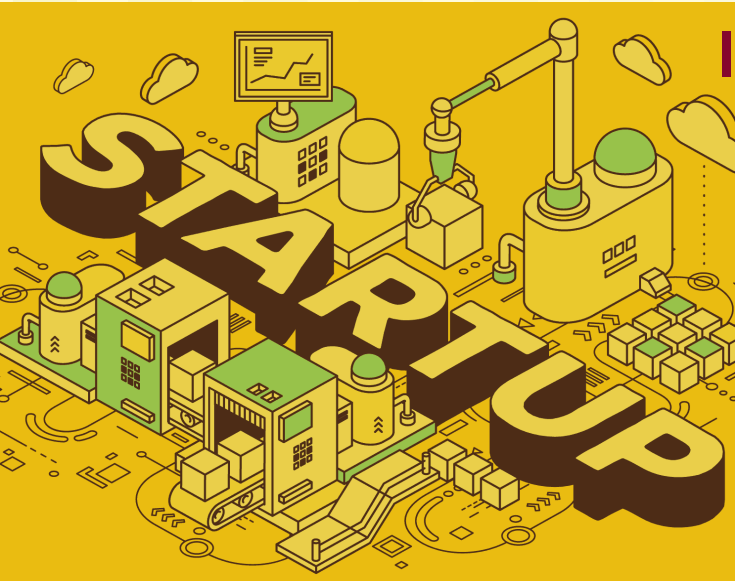


# TRAINING PROGRAMME ON “LEGAL KNOW-HOW FOR STARTUPS”



## INTRODUCTION

Starting up a new business venture is very exciting. At the same time, it is very important to know the laws relevant for start-ups in India. This extensive 20 hours training programme spread across 4-5 weeks will familiarise budding lawyers, start-up founders and students of all disciplines with legal knowledge for starting up a business in India during the different life-stages of a start-up and everything that follows.

## ABOUT US

**Vivekananda School of Law and Legal Studies (VSLLS)** of Vivekananda Institute of Professional Studies (VIPS) is committed to realizing the words of Swami Vivekananda: “*Man Making, Character Building and Nation Building*”. Vivekananda Institute of Professional Studies is affiliated to Guru Gobind Indraprastha University, recognised by Bar Council of India and UGC under section 2(f), with NAAC 'A' accreditation, is well known for its robust efforts in legal education. Dr S.C. Vats, Chairman, VIPS, a great philanthropist and educationist believes in perfection. Thus, the motto of VIPS is “in pursuit of perfection”. With his broad vision and guidance, since the inception of VIPS, in the year 2000, it has produced nineteen gold medallists, twenty plus judicial officers along with lawyers placed with highly reputed industries, law firms and senior advocates as also government and non-government establishments. Currently, the Law School of VIPS is running the programmes B.A.LL.B., B.B.A.LL.B., and LL.M. in its own hi- tech, Wi-Fi enabled campus in Delhi. Students with higher rank in CET conducted by GGSIP University are preferring admission in VIPS. Many alumni of VIPS are pursuing higher studies from prestigious institutions including Ivy League colleges of the world and a few have also cleared Bar Examinations of USA and Canada.

VSLLS has collaborated with University of New Hampshire- Franklin Pierce Center, Concord, United States, National Law India University Bangalore and also South Methodist University, Dallas, Texas regarding scholarship to pass out students of Law for Higher Studies and for the exposure to students at international and national level.

**Singhania & Partners** (Established 1999) is one of the leading law firms of India providing legal services in Dispute Resolution (Litigation & Arbitration), Corporate and Commercial, M&A, Employment, Infrastructure, Intellectual Property and Project Finance.

We advise start-ups in structuring their business model to meet the challenges of online sales and the legislation hovering around e-commerce. We provide consultancy on laws governing e-commerce business in India which includes Indian Contract Act, Information and Technology Act, Foreign Direct Investment Policy etc. Our start-up practice provide advice on matters related to e-commerce platforms, advertising and marketing content, and relevant commercial support. We also advise both foreign and domestic entities in investing in start-ups in India.

## COURSE DIRECTOR - DR. RASHMI SALPEKAR & MR. RAVI SINGHANIA



### **Dr. Rashmi Salpekar**

Professor of Law and Dean, VSLLS

Dr. Rashmi Salpekar is Professor of Law and Dean, VSLLS, VIPS, GGSIPU, Delhi. She is Ph.D. in International Law for which she received fellowship from Indian Council of Social Science Research (ICSSR), New Delhi. She is LL.M., Master of Human Rights and Duties (MHRDE) and M.A. in Sociology. She has sixteen years of experience of teaching and research including experience of working as a Research Officer in Maharashtra State Human Rights Commission, Mumbai. She has specialisation in Public International Law, International Criminal Law, International Humanitarian Law, International Trade and Commercial Law, and Human Rights. She has been a resource person at courses on International Law as also legal Research and Methodology at various Institutes and Universities. She has been invited as a speaker in national conferences, seminars and international conferences including 16th International Conference at City University, Hong Kong, in June 2018, 15th International Symposium organised by Australian Institute of Victimology, Western Australia University along with World Society of Victimology (WSV) at Perth, Australia in July 2015 and 14th International Symposium of Victimology at The Hague, The Netherlands in May 2012 organised by International Institute of Victimology, Tilburg, Leuven Institute of Criminology, Victim Support of Europe and WSV. She has published research papers in various research journals, along with an edited book titled as "Law and Behaviour: Linkages". She has been invited to judge moot court competitions including Philip C. Jessup International Law Moot Competition and Henry Dunant Moot Court Competition. She has carried out an Empirical Research on "Rights of Farmers and Land Acquisition" funded by ICSSR, New Delhi. She is guiding Ph.D. Students and also guiding LL.M. and LL.B. students in their dissertations. She is a Life Member of Indian Society of International Law, Executive Member of All India Law Teachers Congress, Life Member of SAARC- India Chapter and a Member of World Society of Victimology (Special Category consultative status with the Economic and Social Council (ECOSOC) of the United Nations and the Council of Europe).



### **Ravi Singhania**

Managing Partner

E: [ravi@singhania.in](mailto:ravi@singhania.in)

Ravi Singhania, an alumni of SRCC and Campus Law Center of University of Delhi established Singhania & Partners almost two decades ago and leads a team of 70 lawyers including 14 partners. He is a reputed name in corporate litigation, infrastructure arbitration contractual-commercial disputes, recovery of debts and claims and labour disputes. Under Ravi's leadership Singhania & Partners features among India's top dispute resolution firm (Arbitration and Litigation). He has successfully represented companies such as Sinosteel Equipment and Engineering Co. Ltd. Boortmalt, Simplot, and Denel (SOC), Case New Holland, Punj Lloyd, IJM Corporation (Berhad) and Oxford University Press in commercial-contractual disputes and related matters.

Ravi is also a charter member of TiE-Delhi-NCR chapter which is an association of start-ups and was founded by successful Silicon Valley entrepreneurs, corporate executives, and senior professionals. TiE has 61 chapters in 18 countries.

# FACULTY

The training will be conducted by leading corporate attorneys who have rich experience in representing a number of successful start-up companies and incubation centres.

## **Arjun Anand**

Partner

E: [arjun@singhania.in](mailto:arjun@singhania.in)

Arjun, an alumni of Mayo College Ajmer is a corporate lawyer with more than 12 years of rich experience behind him. He has handled legal aspects of organization mergers, joint ventures, fund raising, and acquisitions. He has been providing various clients holistic legal solutions on intricate business matters. He featured as one of the top 20 young lawyers of India in the publication 'On the Rise'.

He has advised clients engaged in various sectors including real estate, manufacturing, financial services, hospitality, healthcare, e-commerce etc.

He has extensively advised various private equity funds such as, VisVires Capital, ICIC Prudential Asset Management Company Limited, India Emerging Capital Private Limited etc.

He has advised fortune 500 companies such as SKE&C, Coca Cola India, Serco Group Plc, Gate Group, etc. on their strategic investments in India.

## **Rudra Srivastava**

Partner

E: [rudra@singhania.in](mailto:rudra@singhania.in)

Rudra, a graduate of NLIU, Bhopal is a corporate-commercial lawyer with ten years of professional experience in assisting and advising domestic and foreign clients on their transactions relating to M&A (shares/business/asset), Private Equity, Joint Venture, Debt Restructuring and Real Estate (leasing and acquisitions), due diligence and documentation (drafting, review and negotiation). In his decade long career he has assisted reputed and well known organizations across various sectors like e-commerce, real estate, broadcasting, franchising, retail, food & beverages, telecom infrastructure, manufacturing, automobile parts, chemicals, edible oil etc.

He regularly advice domestic and foreign clients on issue relating to general corporate law, foreign exchange, external commercial borrowing, foreign direct investment, employment, regulatory compliances etc.

## **Rohit Jain**

Senior Associate

E: [rohit@singhania.in](mailto:rohit@singhania.in)

Rohit Jain, an alumni of IIT-Kharagpur is a Senior Associate at Singhania and Partners LLP, one of the top tier firms in the country with 70 fees earners and offices in New Delhi, Bengaluru and Hyderabad. He is currently working out of their New Delhi office and is advising clients on issues relating to commercial contracts, general corporate advisory and dispute resolution. Rohit advises clients on commercial disputes and regularly appears before the NCLT, Delhi High Court and the Supreme Court of India.

Rohit started his career with the law firm Shardul Amarchand Mangaldas Suresh S. Shroff & Co. (Erstwhile Amarchand Mangaldas Suresh S. Shroff & Co.) where he worked with the Corporate and Intellectual Property teams and advised clients on intellectual property licensing issues. A qualified engineer, Rohit actively participates and advises clients on technology related issues especially, in the areas of energy efficiency. Rohit is on the panel of Bureau of Energy Efficiency (BEE), Ministry of Power and has been advising it on issues arising under the PAT Scheme relating to enhancing efficiency of heavy energy consumption industries in the country.

## WHY YOU SHOULD JOIN THIS COURSE

- Know all that you must know about law while Starting-up a business of start-up law advisory
- Learn from the practical experiences of leading Corporate Lawyers and be wiser to protect your start-up and your clients businesses
- Dive deep into legal issues surrounding cofounders, investors, intellectual property early employees, mentors, and advisors
- Ensure you are in compliance with all of the legal requirements that apply to your business and industry
- **All the participants will get a certificate at the end of the training programme**

## ELIGIBILITY CRITERIA & FEES

- Founders and members of existing Start-ups
- Lawyers
- Legal Managers/ In-house Counsels of Start-ups
- Students pursuing Post Graduation, Final and penultimate year students from undergraduate disciplines
- **Fees ₹ 9500**
- **Dates:** 30th August till 27th September, 2019 (Once a week on every Friday)
- **Timings:** 2pm to 5pm

## Programme Content

### Module 1

- Startup 101-Govt. Schemes for Start-ups
- Overview of Business Laws in India (FEMA/SEBI/ COMPANY LAW/ LABOUR COMPLIANCES) and Applicable Laws on Start-ups
- Relevant Exemptions
- Session by a Start-up Founder- Sharing of Journey and Experiences

### Module 2

- Entity vehicles for Start-ups-Different Vehicles for Registration of Start-ups –LLP/ Pvt. Ltd etc.
- Building the Advisory Board, Board of Directors and Corporate Governance
- Case Studies of Success Stories and Failures

### Module 3

- Key Stakeholders Contracts
- Drafting and Negotiation of Contracts
- Types of Contracts- Vendor Agreements, Various SHA agreements and types, Investment Agreement, Technology Transfer Agreements.
- Pre-empting Disputes and Resolution of Disputes

### Module 4

- Protecting the intellectual property –Trademark, Patents, Copyright, Geographical Indications
- Domain Name and E-commerce Laws
- Financing of Start-ups

### Module 5

- Deciphering Term Sheets & Valuations
- Rounds of Funding- Angel Investor, PE Funds, and VC Funds
- Understanding Founders Equity Structures & Founder Agreements
- Due-diligence, Negotiations, Documentation, and Execution of Contracts.
- Session by a Guest Faculty- A recipient of funding

# REGISTRATION FORM

(Please fill as applicable to you)

Name	
Designation	
VIPS Students(School, Semester& Section)	
Name of organization	
Address for Correspondence	
Mobile	
E-mail	

## MODE OF PAYMENT

<b>Demand Draft / Cheque</b> in favour of "Vivekananda Institute of Professional Studies"	<b>Online Payment Details:</b>
I/We hereby enclose a demand draft/ cheque for ₹ _____ No. _____, Dated _____ Drawn on _____ in favour of VIPS, payable at New Delhi.  Dated _____	<b>NAME OF BENEFICIARY:</b> Vivekananda Institute of Professional Studies <b>NAME OF BANK:</b> Axis Bank Limited <b>ACCOUNT NUMBER:</b> 910010004295801 <b>IFSC/NEFT Code:</b> UTIB0000588 SWIFT CODE: <b>Online Payment Transaction Id:</b> _____ <b>Generated after online payment is done)</b>

Course Convenor  
Dr. Asheetu Bhatia Sarin  
Mobile: +91- 9871065555  
email Id-vslstraining@gmail.com

Signature

PLEASE SEND THE SOFT COPY OF PAYMENT RECEIPT & FILLED REGISTRATION FORM  
to  
vslstraining@gmail.com  
Send the DD to the following address:  
Vivekananda Institute of Professional Studies  
Outer Ring Rd, AU Block, Ranikhet, Pitampura, New Delhi, Delhi-110034