

EXECUTIVE LLM

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 for business clients.

Language of instruction: English

Location: Madrid, Chicago and on-line 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 on proof of substantial work experience dealing with legal or regulatory matters.

Admission Requirements

- A Law degree from an accredited college/university or equivalent (an applicant without a first degree in law may be admitted as a candidate for the Master of Studies in Law (MSL) degree on proof of substantial 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 member or administrator from IE Law School or Northwestern Law.

Financial Aid

Participants in the Executive LLM Program are eligible to apply for a number of financing options to fund their program. Among these alternatives, particular mention may be made of installment payments, external loan financing and scholarships.

To learn more about the opportunities mentioned above, visit IE's Financial Aid website: financialaid.ie.edu and blog: financialaid.blogs.ie.edu.



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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, puts Madrid in a league of its own and 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.

The various published rankings, including America's Best Graduate Schools published by US News and World Report, consistently rank Northwestern Law among the top law schools in the United States.

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.
Corporations Law



EXECUTIVE LLM

The **Executive LLM Program** offers participants a top-quality learning experience based on three pillars of international education:

- The Anglo-American model of common law
- Comparative aspects fundamental to international business practice
- Select subjects in business administration and legal skills

The law courses which comprise the core of the Executive LLM Program are designed to meet the needs of the international business practitioner. These core courses focus primarily on the system of law - based on the English common law - which applies today in the United States. In addition, aspects of international practice are considered, for example in the areas of international taxation and arbitration. Finally, participants complete business administration coursework intended to increase their effectiveness as lawyers by making them more aware of some of the fundamental business issues facing their corporate clients.

Upon completion of the program, graduates are prepared to succeed no matter where in the world their office is located or where their clients do business.

Traditional Executive Program

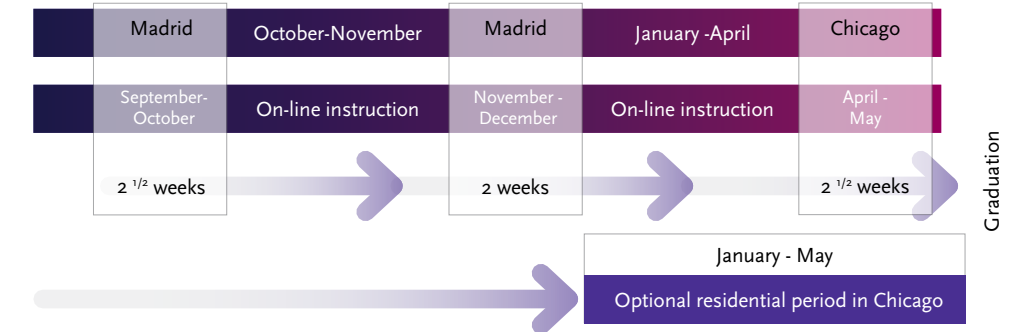
Intended for participants who would like to earn the LLM degree without an extended period of time away from their personal and professional obligations, the Traditional Executive Program consists of intensive on-campus periods in Chicago and Madrid, each approximately two weeks long, alternating with on-line coursework using our state-of-the-art course platform.

Residential Option in Chicago

Students who can take a longer time away from work, and would like more time in a traditional classroom environment, may want to consider the Residential Option in Chicago. This option combines the first semester of the Traditional Executive Program with the entire Spring Semester (January - May) in residence at Northwestern Law. Under this option, participants may choose from among a wide variety of courses offered to residential JD and LLM students at Northwestern Law.

Candidates for the MSL degree who request the optional Spring Semester in Chicago will be evaluated on a case-by-case basis.

Program Overview



Exact dates and duration of on-campus and on-line periods subject to change.

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 IE.

"The Executive LLM Program has certainly opened doors both in private practice and in the academic field. In private practice, I have been more involved in the business decisions of my clients, both from the perspective of the Board of Directors as well as from the perspective of shareholders. I can now understand better the basis of their business decisions. And even more satisfying is that finally I feel comfortable in meetings with accounting and financial advisors. I am able to discuss and challenge facts that previously I lacked the background to question. This understanding has provided me with the tools to better serve the firm's clients."

Jorge Luis Arenales
Partner, Arias & Muñoz
Guatemala City, Guatemala



Program Content

Core Law Courses

• **International Arbitration:** an overview of international arbitration practice and procedure, from the arbitration clause and types of arbitration through arbitral pleadings, hearings, court involvement and enforcement of awards.

• **Intro to Anglo-American Law:** fundamentals of the common-law legal system and its approach to the major practice areas of interest to transnational lawyers.

• **Antitrust Law:** 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 mergers.

• **Contract Drafting:** hands-on experience to improve interpreting and drafting skills. Emphasis on putting into practice a substantive knowledge of contract law in working with international contracts written in English.

• **International Taxation:** principles and underlying policies of the US tax system applicable to international practice, including jurisdiction, source of income, allocation and apportionment of deduction rules, taxation of foreign persons' US income, sale of US real property interests, plus an introduction to foreign tax credits, the foreign earned income exclusion, anti-deferral mechanisms and international tax treaties.

• **Litigation & Alternative Dispute Resolution:** procedural aspects of dispute resolution in the US, whether by litigation before the courts or through contractual alternatives such as mediation and arbitration.

• **Corporations:** basic forms of doing business in the US, stressing solutions to issues faced by businesses, including standards of corporate governance.

• **Contract Law:** US legal concepts governing the formation and enforcement of contracts, plus Uniform Commercial Code rules pertaining to sales, negotiable instruments and secured transactions.

Business Administration Module

• **Financial Accounting:** concepts essential to the reporting of a company's financial position, operating results and cash flows to investors, creditors and other decision-makers.

• **Corporate Finance:** concepts of financial management for the legal professional, including the time-value-of-money and creation of value for shareholders, short-term cash needs and balance among sources of financing.

• **Marketing for Lawyers:** marketing management and strategy, with emphasis on the unique aspects of law firms, legal and professional services.

• **Negotiation:** an intensive seminar focusing on competitive and cooperative approaches to negotiation, whether to make a deal or settle a dispute.

• **Business Strategy:** value generation in business, including models, theories and tools to analyze competitive situations and make decisions that increase a firm's competitive standing.



The Executive LLM Experience

• **Blended Methodology:** Within each subject area, participants interact with colleagues and professors, completing a variety of tasks in the on-line environment. These tasks vary according to the nature of the particular subject, and may include team or individual assignments to draft contract clauses or complete problem sets in accounting or finance. Other subjects follow the business school case method, where participants work in teams to solve practical case problems and propose their solutions in a virtual discussion forum moderated by the professor.

• **Expand your Professional Network:** A key part of the Executive LLM is the opportunity to develop a professional and personal network. The program offers the unparalleled opportunity to make business connections and friendships with fellow students and alumni of a similar professional level from

"For me, completing the Executive LLM Program has been an extremely valuable experience as it gave me the opportunity to meet classmates from different countries and different cultural backgrounds. The Executive LLM subjects also broadened my international mindset and enhanced and improved my knowledge about the US and Spain. In my opinion, the experience in Madrid and Chicago has been very valuable and helpful for my professional career."

all around the world. Executive LLM students will form part of the alumni association of both IE and Northwestern Law. During the program participants interact with top faculty members who provide information on the latest developments in their fields.

• **U.S. Bar Examinations:** Completion of the program does not guarantee eligibility for any bar in the United States. Some states allow foreign-trained lawyers to sit for the bar examination, subject to certain conditions. Among these states, several give varying weight to the fact that a candidate has an LLM degree from an ABA-approved law school. If you are interested in taking a bar examination in the United States, you need to consult the Bar Examiners in the pertinent state before you enroll in any LLM program. They are the only authoritative source for up-to-date information and advice in each state.

Harry He
Partner, AllBright Law Offices
Shanghai, China



Class Profile

The typical candidate for the Executive LLM program is a lawyer trained in a non-US legal system, practicing in an environment which requires knowledge of the Anglo-American legal system and its application in transnational practice.

| Gender Distribution | |
|-------------------------|----------|
| Female | 40% |
| Male | 60% |
| Age | |
| Average | 36 years |
| Professional Experience | |
| Average | 9 years |

| More than 35 nationalities represented | | | |
|----------------------------------------|-----------|-------------|-----------|
| Austria | Dom. Rep. | Mexico | Tunisia |
| Argentina | Egypt | Nigeria | Turkey |
| Azerbaijan | France | Panama | U.A.E. |
| Belgium | Germany | Peru | U.K. |
| Brazil | Greece | Philippines | Uruguay |
| Canada | Guatemala | Portugal | U.S.A. |
| Colombia | India | Puerto Rico | Venezuela |
| Costa Rica | Ireland | Qatar | Yemen |
| Chile | Italy | Russia | |
| China | Kuwait | Spain | |
| Czech Rep. | Lebanon | Switzerland | |