



**WORKSHOPS FOR COURSES ON BUSINESS LAWS FOR ENTREPRENEURS –  
SERIES 1**

**Dates : 19<sup>th</sup>, 26<sup>th</sup> November, 2016 and 3<sup>rd</sup>, 10<sup>th</sup> and 17<sup>th</sup> December, 2016  
(All Saturdays)**

**at**

**Walchand Training Centre, 3<sup>rd</sup> Floor, IMC Chamber of Commerce and  
Industry.**

*Dear Sir / Madam,*

The IMC Chamber of Commerce, (formerly Indian Merchants' Chamber) under the auspices of its Law Review and Rationalization Committee, is organizing Workshops for Courses on Business Laws for Entrepreneurs as per following details:

**Dates : 19<sup>th</sup>, 26<sup>th</sup> November, 2016 and 3<sup>rd</sup>, 10<sup>th</sup> and 17<sup>th</sup> December, 2016  
(All Saturdays)**

**Time : 10.30 a.m. to 1.30 p.m.**

**Venue : Walchand Training Centre, 3<sup>rd</sup> Floor, IMC Chamber of Commerce and Industry, IMC Building, IMC Marg, Churchgate, Mumbai 400020.**

These WORKSHOPS are a **must and useful** for all new and young entrepreneurs, Start-ups, businessmen, self-employed non legal professionals, Chief Executive Officers and Management personnel Functional/division heads of medium and large companies, heads of small companies, executives from procurement or finance, small partnerships and sole proprietorship firms, persons engaged in and other persons who desire to acquaint themselves with Business Laws.

Participants are expected to have a basic understanding of business practices.

The *Curriculum* of the Workshop has been devised by members of the Law Review and Rationalization Committee. **The WORKSHOPS ON BUSINESS LAWS FOR ENTREPRENEURS will be conducted over 6 sessions spanning 5 Saturdays at the IMC** (in the Walchand Training Centre, 3<sup>rd</sup> Floor), IMC Building, IMC Marg, Churchgate, Mumbai 400020.

Leading professionals will be conducting and participating in the workshop to acquaint the participants with the legal and practical aspects involved .

## **Need for the Course**

Recent initiatives taken by the Government of India to skill India, create jobs and new business opportunities, encourage startups and the "Make in India" program have thrown up enormous opportunities for young entrepreneurs and existing businesses. Numerous opportunities have been created to start new businesses and to expand existing ones in the areas of manufacturing, information technology as also services.

Government of India has also brought in several new statutes and amended existing Laws to ease the conduct of business and start new businesses.

Conduct of business involves knowledge and proper understanding of laws and regulatory processes. Errors can be expensive both in terms of money as also time and human efforts.

Keeping in mind the changing environment and needs of , trade and business, the IMC Chamber of Commerce and Industry is pleased to announce a '**WORKSHOPS FOR COURSES ON BUSINESS LAWS FOR ENTREPRENEURS**', tailor made to acquaint young entrepreneurs, start ups and running industries, traders and businesses with select business and commercial laws.

## **Objective of this course:**

In the highly competitive and increasingly dynamic business environment of today it is imperative for the business community to be aware and conversant with basic Business laws. To cater to this demand, The Indian Merchant's Chamber has launched this course which is a first in a series of workshops on business laws. The course is designed to dispense an understanding of everyday business and commercial laws for the community. The object of this course is to acquaint entrepreneurs and the business community the basic aspects of some business laws necessary for them to meet the regulatory demands and take full opportunity of the growth opportunities that India presents. The participants will acquire a broad-based perspective, in-depth understanding and conceptual clarity of relevant laws that shall enable them to carry out their roles more efficiently and economically.

## **CURRICULUM**

The Workshop will cover various topics, including the following :

## Sessions

### **Session 1 : AN ENTREPRENEUR'S APPROACH TO SELECTING A BUSINESS MODEL**

At the end of this session the participants will have a detailed understanding of :

The Merits and demerits of several business models. Comparison will be drawn between Partnerships, Sole proprietorship, Private Limited Company, LLP with particular emphasis on :

1. Nature of businesses e.g. manufacturing, trading, service provider, Export-Import.
2. Style of business e.g. family run, new association.
3. Future growth plans, sellout options and inheritance issues.
4. Start Ups and applicable Regulations
5. Regulatory framework and geographical spread of business.
6. Tax implications arising in running different types of business models.

### **Session 2 : TRADEMARKS PATENTS & BRANDING**

At the end of this session the participants will have a detailed understanding of :

#### **Legal Aspects of Trademarks, Brand Names and Patents.**

- What is a trademark and its relevance to a business entity. Difference between a business name and a trademark.
- Law relating to Protection of IP Rights.
- Case Laws

#### **BRANDING**

- Selection of Name and Brand for startups.  
Need for Branding & IP Protection
- Rebranding existing businesses
- Brand Audit

#### **PROCEDURES FOR REGISTRATIONS AND CHALLENGE**

- Selecting the right trademark and lists in the trademark registry
- Application & Procedure and cost of application of a trademark.
- Contesting a trademark application.

**Fast-tracking for Startup of I.P. applications under Start up Policy .**

### **Session 3 : INSURANCE AND CARRIAGE OF GOODS**

At the end of this session the participants will have a detailed understanding of :

- **Some Legal Aspects of Insurance Contracts**
- **How to buy an Insurance Cover**
- **Does my Business need Insurance ?**
  - ✓ *Covering Fire and General Insurance*
  - ✓ *Carriage Insurance;*
  - ✓ *3rd Party Liability Insurance including Employees negligence risk Insurance.*
  - ✓ *Product Insurance*
  
  - ✓ *How to make Successful Claims under a Policy*
  
  - ✓ *Carriage of Goods by Land , Air and Sea*

### **Session 4 : UNDERSTANDING CONTRACTS**

At the end of this session the participants will have a detailed understanding of the Law relating to :

1. *Fundamentals of a contract.*
2. *Making of a Contract: What one should look out for when entering into a contract- Basic documentation.*
3. *Breach of Contract: What will be practical outcome and legal consequence in case of a breach -- Compensation versus Specific Performance - Judgments.*
4. *Some Aspects Of Terms and Drafting Partnership Agreements, Leave-License Agreements, Employment Contracts And Service Contracts.*
5. *Special Types of Contracts:*
  - Boiler plate contracts, Guarantees & Indemnities*
  - L/Cs and Bailment's.*
6. *Contract Formation - Some practical aspects and experiences of a Company CEO*

This session intends to include a cursory look at partnership agreements, leave-license agreements, employment contracts and service contracts

### **Session 5 : SALE OF GOODS - NEGOTIABLE INSTRUMENTS & LABELING OF GOODS**

At the end of this session the participants will have a detailed understanding of

1. *Sale and Agreement to sell.*

2. Documents of title and passing of risk
3. Implied conditions and warranties. Disclaimers and jurisdiction.
4. Rights of an unpaid seller.
5. Sale by sample and description
6. Delivery, Possession & Payment of Price.
7. Recovery of money on Sale of Goods Contracts.

#### 8. Dishonour of cheques

### ***Legal Metrology***

## **Session 6 : DISPUTE AVOIDANCE & RESOLUTION**

At the end of this session the participants will have a detailed understanding of :

1. Art of Negotiation and successful bargaining.
  2. Negotiating Settlements.
  3. ADR.
- The Course has been divided into six sessions. Participants are free to choose any one session which may be of interest to them or attend some or all sessions.
  - Participants who pay for all sessions will be given a concession on fees.
  - Participants who attend all (not just pay for all) sessions shall be eligible for being given a Certificate for Participation from the Chamber. Each session will last for 3 hours with a fifteen minute break for refreshments.
  - The course shall accommodate a maximum of **40 persons** on a first come first serve basis. Preference will be given to participants who sign up for the entire course (i.e. five days)
  - Participants are requested to please be in their seats 15 minutes before commencement of each session. Seating will be on first come basis and will not be reserved.

**(The Workshop content, its topics, sequence/order of the sessions and the Speakers are subject to change. The Study Material of respective session will be provided if the same is prepared by its Speaker/s and they agree to share it.)**

### **Faculty & Methodology**

The faculty will consist of practising solicitors, lawyers, law professors, Chartered accountants and Company Secretaries.

The teaching method for the course will promote a study of the laws on the subject and a practical appreciation of the problems through a method of lectures, open discussions and case studies.

Some of the **Main Speakers** and **Panelists** who will be very graciously giving their invaluable time, knowledge and experience in conducting various sessions of this Workshop are: Mr. Hinesh Doshi, Chartered Accountant, Hinesh R. Doshi & Co. LLP, Mr. Saurabh Shah, Corporate Adviser, Pramod S Shah & Associates, Mr. Zerick Dastur, Partner, Sagar & Co., Mr. Devraj Sinh, Head of Mergers and Acquisitions, Tata Steel, Ms. Bhavika Gohil, Assistant Manager, KPMG, Mr. Ashish Kamath, Advocate, Dr. Kishu Daswani, Professor, Government Law College, Mrs. Dipti Mehta, Partner, Mehta & Mehta Company Secretaries, Ms. Gunjan Jayakar, Advocate, Mr. Ashok Sharma, Advocate, Ms. Mukta Mahajani, Advocate, Ms. Renu Parekh, Advocate.

## FEES

		FEE'S FOR ALL 6 SESSIONS
* Fees	Non Members of IMC Chamber of Commerce and Industry	Rs.11,000/- (Inclusive of Service Tax) Per Participant
	Members of IMC Chamber of Commerce and Industry	Rs.10, 500/- (Inclusive of Service Tax) Per Participant
		FEE'S PER SESSION
	Non Members of IMC Chamber of Commerce and Industry	Rs.2,200/- (Inclusive of Service Tax) Per Participant
	Members of IMC Chamber of Commerce and Industry	Rs. 2,100/- (Inclusive of Service Tax) Per Participant

\* 5% Early bird discount for the participants registering before 7<sup>th</sup> November, 2016.

*(This includes the cost of Background study material and papers prepared by Speakers, High Tea/Coffee, etc.)*

## TERMS OF ADMISSION

To maintain standards and quality, a very limited number of participants will be admitted to the course strictly on a 'first-come-first-served' basis.

The enclosed Registration Form, duly filled must be delivered to the **Legal, Advisor, IMC Chamber of Commerce and Industry** along with payment made by Cash or by Cheque or by direct transfer, at the earliest to avoid disappointment.

Cheque should be drawn in favour of "**Indian Merchants' Chamber**" or the participation fee can also be paid by **Direct Bank Transfer**.

**Bank Account Details for online Payment are as following:**

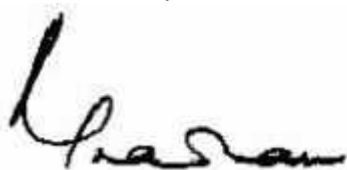
1.	NAME OF ACCOUNT / BENEFICIARY	<b>Indian Merchants' Chamber</b>
2.	ACCOUNT NUMBER	<b>Current Account - 319501010019046</b>
3.	NAME OF THE BANK	<b>Union Bank of India</b>
4.	ADDRESS OF THE BANK AND THE BRANCH	<b>V N Road Branch Churchgate, Mumbai 400 020</b>
5.	IFSC CODE OF THE BANK BRANCH	<b>UBIN0531952</b>
6.	MICR No.	<b>400026021</b>
7.	PAN	<b>AAATI0047H</b>
8.	Swift Code	<b>UBININBBIMS</b>

**NOTE: Participants/Delegates to kindly note that attendance by a participant is mandatory for All Six sessions (which are all paid for) to be eligible for receiving a Certificate of Participation issued by IMC Chamber of Commerce and Industry.**

For registration and further details, please contact **Legal Department, IMC Chamber of Commerce and Industry**, on Tel. No. **022-2204 6633 (Extn. 107/629/628)** or email on [legal@imcnet.org](mailto:legal@imcnet.org)

Thanking you,

Yours faithfully,



**Arvind Pradhan**  
Director General

**Encl: Registration Form**

**REGISTRATION FORM**

Date: \_\_\_\_\_

**The Director-General**

Indian Merchants' Chamber  
IMC Marg, Churchgate  
Mumbai - 400 020

**Contact Details:**

**Tel : 22046633 – Ext- 107/629/628**  
**Fax : 22048508 / 22838281**  
**E-mail : [legal@imcnet.org](mailto:legal@imcnet.org)**

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**Dates : 19<sup>th</sup>, 26<sup>th</sup> November, 2016 and 3<sup>rd</sup>, 10<sup>th</sup> and 17<sup>th</sup> December, 2016 (All Saturdays) at**  
**Walchand Training Centre, 3<sup>rd</sup> Floor, IMC Chamber of Commerce and Industry.**

**Dear Sir,**

I/We would like to attend the above Workshop / We have pleasure in deputing the following delegate/s for the above Workshop. The particulars of the participant/s are as follows (in block capital letters):

1. Name of the Participant/s(Full name in Block Letters)
  - a) Mr./Mrs./Miss \_\_\_\_\_
  - b) Mr./Mrs./Miss \_\_\_\_\_
  - c) Mr./Mrs./Miss \_\_\_\_\_
2. Designation/s (a) \_\_\_\_\_ (b) \_\_\_\_\_ (c) \_\_\_\_\_
3. Name of the Organization \_\_\_\_\_
4. Address: \_\_\_\_\_  
\_\_\_\_\_
5. IMC Membership No. of organization or of individual (if any) \_\_\_\_\_
6. E-mail: (a) \_\_\_\_\_ (b) \_\_\_\_\_ (c) \_\_\_\_\_
7. Contact No (a) \_\_\_\_\_ (b) \_\_\_\_\_ (c) \_\_\_\_\_
8. Mobile (a) \_\_\_\_\_ (b) \_\_\_\_\_ (c) \_\_\_\_\_

I/ We are desirous of attending :

ALL SESSIONS of the Workshop on Business Laws.

Only \_\_\_\_\_SESSION/S being Session/s Number/s \_\_\_\_\_ on \_\_\_\_\_ September 2016

Session/s Number/s \_\_\_\_\_ on \_\_\_\_\_ October 2016

Accordingly enclose herewith is payment for \_\_\_\_\_(nos) participants who are/ are not members of the Indian Merchants Chamber (IMC).

Accordingly please find cash / cheque drawn in favour of 'INDIAN MERCHANTS' CHAMBER / details of direct transfer effected in the designated bank account of Indian Merchants' Chamber, towards Registration Fee for \_\_\_\_\_ participant/s Rs. \_\_\_\_\_.

		<b>FEE's for All 6 Sessions</b>
<b>Fees</b>	<b>Non Members of IMC Chamber of Commerce and Industry</b>	<b>Rs.11,000/- (Inclusive of Service Tax) Per Participant</b>
	<b>Members of IMC Chamber of Commerce and Industry</b>	<b>Rs.10, 500/- (Inclusive of Service Tax) Per Participant</b>
		<b>FEE's per Session</b>
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## INDIAN MERCHANTS' CHAMBER

(This includes the cost of background study material and papers prepared by the Speakers, High Tea/Coffee, etc. The Workshop content, its topics, order of sessions and the Speakers are subject to change. The Material for the respective session will be provided if the same is prepared by its Speakers and are agreeable to share it.).

Enclosed please find cash / cheque drawn in favour of 'Indian Merchants' Chamber' **or the payment has been made by Bank Transfer as per following details:-**

1.	NAME OF ACCOUNT / BENEFICIARY	<b>Indian Merchants' Chamber</b>
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Thanking you,

Yours faithfully,