

WORKSHOP ON BUSINESS LAWS FOR ENTREPRENEURS

On 16th & 17th December, 2016

at

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 Workshop **on Business Laws for Entrepreneurs**. Due to the change of schedule we would like to intimate you the new dates of the Workshop as per following **revised** details :

Dates : 16th and 17th December, 2016

Time : 09.30 a.m. to 06.30 p.m.

Venue : Babubhai Chinai Committee Room & Kilachand Conference Room, 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 WORKSHOP ON BUSINESS LAWS FOR ENTREPRENEURS will be conducted over 6 sessions at the IMC (in the Babubhai Chinai Committee Room & Kilachand Conference Room,), 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 '**WORKSHOP 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. Fast-tracking for Startup of Intellectual Property applications under Start up Policy.
6. Regulatory framework and geographical spread of business.
7. Tax implications arising in running different types of business models.

Session 2 : 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 3 : TRADEMARKS PATENTS & BRANDING

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

Legal Aspects of Trademarks, Brand Names

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

BRANDING

1. " What's in a Name ? -- a Brand marketers point of view" .
2. **"Brand Promotion on the Digital Media"**

PROCEDURES FOR REGISTRATIONS AND CHALLENGE

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

Session 4 : 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.

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. Recovery of money on Sale of Goods Contracts.
7. Dishonour of cheques

Legal Metrology

Session 6 : 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 ?

1. *Covering Fire and General Insurance*
2. *Carriage Insurance;*
3. *3rd Party Liability Insurance including Employees negligence risk Insurance.*
4. *Product Insurance*
5. *How to make Successful Claims under a Policy*
6. *Carriage of Goods by Land , Air and Sea*

- 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 one hour break for lunch and further fifteen minutes 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. two 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. Dharam Juman, Counsel, Mr. Zerick Dastur, Partner, Sagar & Co., 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, Ashok Sharma, Advocate, Ms. Mukta Mahajani, Advocate, Ms. Renu Parekh, Advocate, Mr. Faraz Khan, Ms. Shristi Balani, Ms. Rashi Gupta.

FEE'S

		FEE'S FOR ALL 6 SESSIONS
Fees	Non Members of IMC Chamber of Commerce and Industry	Rs. 6,000/- (Inclusive of Service Tax) Per Participant
	Members of IMC Chamber of Commerce and Industry	Rs. 5,000/- (Inclusive of Service Tax) Per Participant

(This includes the cost of Background study material and papers prepared by Speakers, Lunch, 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	Indian Merchants' Chamber
2.	ACCOUNT NUMBER	Current Account - 319501010019046
3.	NAME OF THE BANK	Union Bank of India
4.	ADDRESS OF THE BANK AND THE BRANCH	V N Road Branch Churchgate, Mumbai 400 020
5.	IFSC CODE OF THE BANK BRANCH	UBIN0531952
6.	MICR No.	400026021
7.	PAN	AAATI0047H
8.	Swift Code	UBININBBIMS

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

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

WORKSHOP ON BUSINESS LAWS FOR ENTREPRENEURS

**Dates : 16th and 17th December, 2016 at Babubhai Chinai Committee Room & Kilachand
Conference Room 2nd 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) _____

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P.T.O.

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:-

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Thanking you,

Yours faithfully,