

FACULTY OF LAW, UNIVERSITY OF VICTORIA
2011-12 COURSE REGISTRATION – PRELIMINARY COURSE INFORMATION¹

COURSE	Law 349 Business Law Clinic
UNIT VALUE	1.5 Units (3 hours of instruction per week)
INSTRUCTOR	George Glover / Michael Litchfield
TERM OFFERED	Spring 2012
CLASS TIMES	See Schedule
PREREQUISITES/CO-REQUISITES	Law 315 Business Associations

OBJECTIVES

Students will:

1. Develop an understanding of how the lawyer- client relationship is initiated and cultivated; and
2. Develop an understanding of the lawyer's role in facilitating her or his clients' business transactions and day-to-day business operations.

METHODOLOGY

Client interaction, team and individual legal research and writing, feedback from and discussion with Clinic Director and Mentor regarding client files and research, discussion at each class, lectures, student presentation and apprenticeship methods will be used. **Students are expected to:**

1. Have responsibility for managing several client files per student, including sourcing potential clients, preparing for and conducting client interviews, analyzing and
2. Researching issues, discussing the analysis and research with Mentors and the Clinic Director and preparing written responses to the client.
3. Initiate a professional relationship with a practising lawyer who will act as a Mentor and utilize that relationship to assist clients and to learn lawyering skills from an experienced practitioner.
4. Source and present to the class for discussion an article in an area related to business law or the practice of business law.
5. Read the assigned materials prior to class.
6. Develop and execute a plan to market the Business Law Clinic to targeted potential clients, discuss the plan and its results with the Clinic Director and class and report at the end of term on the results achieved and lessons learned.
7. Be able to identify and discuss the issues presented by client files and the assigned materials.
8. Participate in class discussion of the assigned materials, client files, marketing plans and any exercises relating to the assigned materials. The purpose of the discussion is to develop an understanding of the issues presented by the materials and client files; to develop the student's ability to analyze, synthesize, and present legal material; and to enable the Clinic Director to gain a sense of the student's understanding of the materials and client issues and achievement of the objectives referred to above.

EXPECTED EVALUATION METHODOLOGY

Student grades in Law 349 will be assessed as Pass or Fail. Each student must obtain a passing grade for each of the following course components and student class participation:

Student Clinical Participation:

Students will be expected to attend, and actively participate in, all classes, (including a day trip to the offices of Clinic sponsor, Bull, Housser & Tupper, in Vancouver) and to participate with their team in a brief weekly discussion with the Clinic Director on their team's files and marketing plans. They will be responsible for promoting the Business Law Clinic to potential clients and researching and providing legal information in response to real and simulated client requests. The mandate of the Business Law Clinic is **not** to give legal advice or to practise law. Rather, the function of the Clinic is to provide legal information only. In the absence of a sufficient number of real clients in a term, other exercises may be assigned to students who have not reached the minimum workload expectation for the course. Each student will also be expected to set-up and attend at least one meeting during the term with the Victoria lawyer who has been designated as the student's Mentor.

Assignment 1: Your two-person designated team must contact one or more former clients of the Business Law Clinic or source one or more potential new clients or umbrella networks for the Business Law Clinic. Each student must have a telephone conversation with an appropriate person in at least two organizations and write a follow-up letter referring to your conversation and providing information about the clinic.

Assignment 2: Each student must set-up and attend at least one meeting during the term with the Victoria lawyer who has been designated as the student's Mentor.

Assignment 3: Each student must research and prepare a memorandum or letter of legal information for at least two clients or, failing a sufficient number of clients in a term, from a fact pattern provided by the Clinic Director and discuss with the class a summary of the legal information provided.

Assignment 4: Each student must clear and respond to voicemail and e-mails received on the Clinic phone line and e-mail on a rotating week basis.

Assignment 5: Each student must present to the class on a rotating week basis an article related to business law or the practice of law.

May 30, 2011

¹ The information in this document is provided for course registration purposes only and is **subject to change**. More detailed course information about course content and evaluation will be provided upon the commencement of the course. Students seeking additional information about the course prior to its commencement may contact the instructor or, if no instructor is listed, the Manager of Academic Administration and Student Services (lawmaass@uvic.ca).