

Making Commercial Law students think Commercially

- and how this aids employability

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Did it work?

A big deal?

How we did it

What we did

'the special rules which apply to contracts for the sale of goods and to such contracts as are ancillary thereto'.

(Gutteridge, H.C. (1935) 'Contract and Commercial Law' 51 LQR 91, 91) 'that branch of law which is concerned with rights and duties arising from the supply of goods and services in the way of trade'

(McKendrick, E. (2016) Goode on Commercial Law (5th ed.) 1299)

'the totality of the law's response to the needs and practices of the mercantile community'

(McKendrick, E. (2016) Goode on Commercial Law (5th ed.) 1347) 'concerned with commercial transactions, i.e. transactions in which both parties deal with each other in the course of business'

(Sealy L.S. et al (2016), Commercial Law: Text, Cases, and Material (5th ed.) 4) 'Unfortunately, whilst there is little doubt that commercial law exists, it is much more difficult to define its parameters'

(Baskind, E., et al. (2019), Commercial Law (3rd ed.), 4) targetjobs.co.uk > Career sectors > Law solicitors ...

Commercial law overview | TARGETjobs

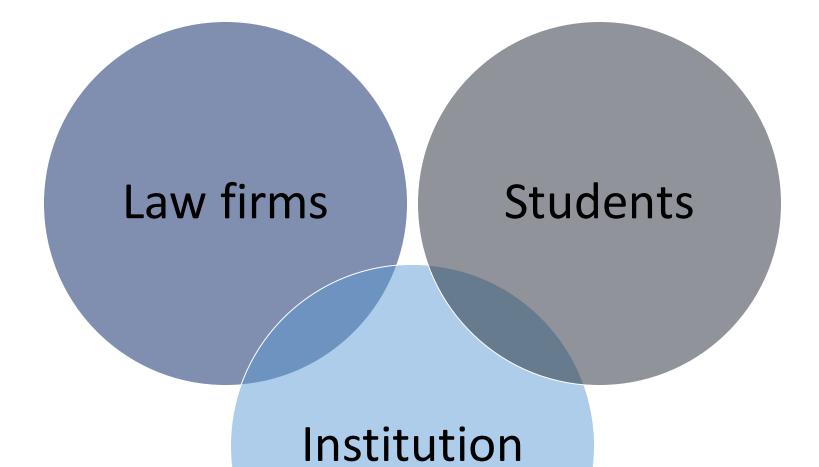
Commercial law is a broad term covering anything that City law firms do. Commercial lawyers handle a broad range of corporate deals. Clients of the firm ...

Good commercial law solicitors have...

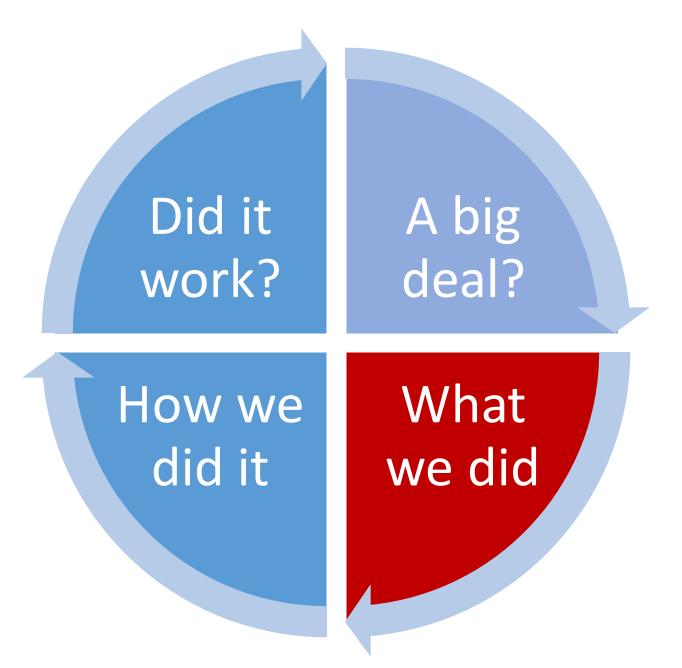
- Initiative.
- Enthusiasm.
- · Good communication skills.
- · Common sense.
- The ability to distil academic legal concepts into solutions clients can understand.
- The desire to work with clients and lawyers on the other side.















Business medium

Setting up

Funding

Equity or debt?

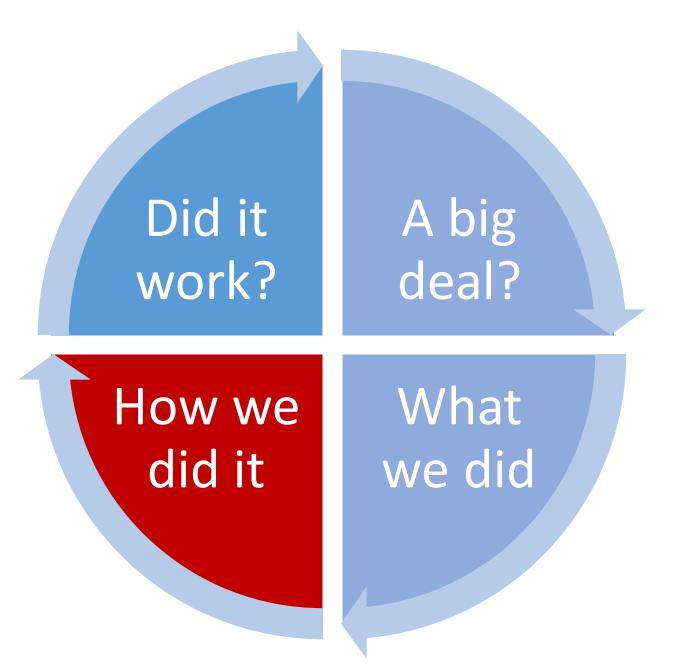
Sale of Goods

Dealing

Expanding

Agency







Client Presentation

Due diligence report

Funding

Business medium

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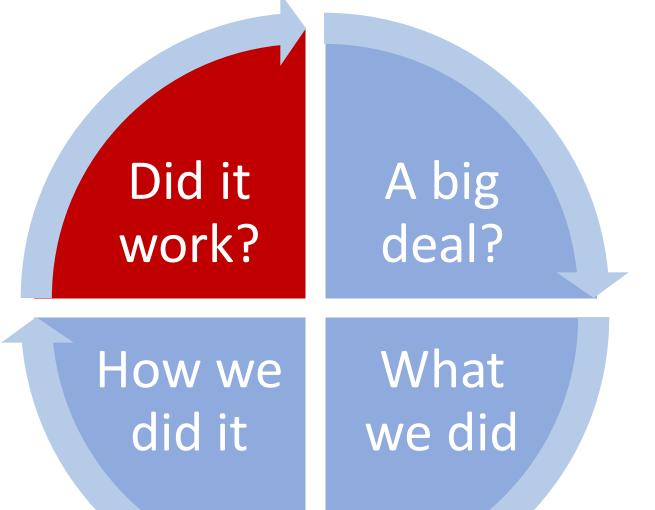
Haw we

it

Agency

COMMERCIAL AWARENESS | COMMERCIAL SKILLS

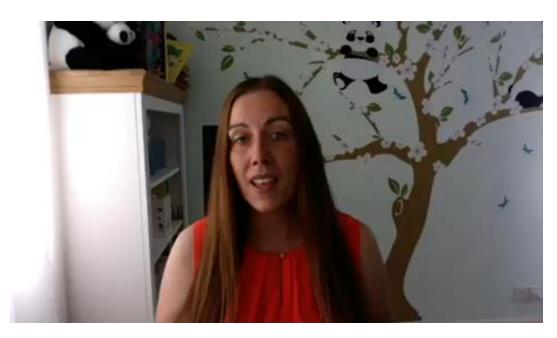








1. What were your perceptions of commercial awareness?







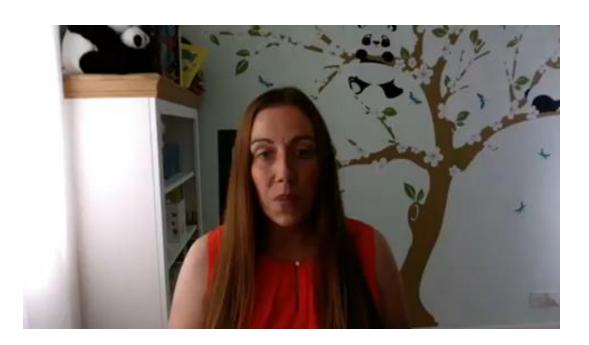
1. What were your perceptions of commercial awareness?







2. What happened in class?







2. What happened in class?







3. What do you take away from this module?







3. What do you take away from this module?







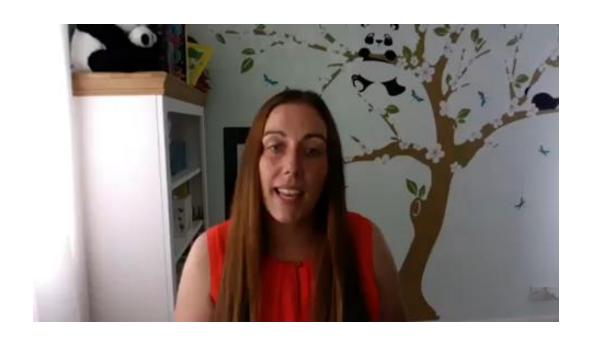
4. What about your skills?







4. What about your skills?







5. Are commercially-focussed modules useful?







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