BUSINESS LAW CONCENTRATION

The Business Law Concentration is a rigorous course of study that focuses on issue spotting, decision-making, and logical thinking. The concentration increases your understanding of key business law issues, such as intellectual property, practical contracts and contract negotiation, employment law, Uniform Commercial Code, and real property, and has a strong focus in ethics. Our courses help you understand the legal environment in which the other disciplines you study function – for example, you will understand how the finance industry is regulated, the laws that govern the work of auditors, or the complex set of laws that govern the health industry. The concentration develops your legal vocabulary and sharpens your analytical skills so you can communicate with lawyers effectively. Perhaps more importantly, the law concentration helps you cultivate big picture thinking, critical analysis skills, and listening skills. You will learn to use words precisely and persuasively in writing and discussion. If you find the introductory course and legal issues intriguing, the rigorous mental training of law may be for you.

Questrom students frequently choose to pair their Business Law concentration with a second concentration, allowing them to pursue a particular career focus (such as marketing, finance, or accounting) in which they also apply the knowledge and perspectives gained through their Business Law concentration. Most students find that having a legal background in their area of career focus is a differentiating skill in both the job search process and their career. Very few undergraduates outside of Questrom have the opportunity to learn both the core disciplines and the law that governs them. We highly recommend that all students take the law courses that supplement their own concentrations, regardless of whether they concentrate in Business Law.

CONSULTING

Management consultants help businesses improve their performance and grow by solving problems and finding new and better ways of doing things. They are trained to solve complex problems, devise invaluable strategies and improve the financial and operational health of their clients’ organization. Most management consultants help their clients solve specific. This is in contrast to strategy consultants who develop long-term strategies for improving chronic complaints and permanent problems. Possible careers include Law and Risk Management, Employment Law, Management Consulting & Advisory, Leadership or Rotational Programs, Corporate Business Development and Family Owned Business.

CORPORATE REAL ESTATE AND DEVELOPMENT

Corporate real estate professionals are experts in a wide range of disciplines including acquisitions, leasing, dispositions, facilities management, workspace design, finance, among others. The types of companies that hire corporate real estate professionals are generally large corporations with extensive real estate holdings. Career opportunities include Real Estate Investment Trust’s Operations, Development, Real Estate Appraisal, Real Estate Specialist.

BANKING & CORPORATE FINANCE

Corporate finance is the division of a company that deals with financial and investment decisions. Corporate finance is primarily concerned with maximizing shareholder value through long-term and short-term financial planning and the implementation of various strategies. Corporate finance activities range from capital investment decisions to investment banking and sourcing capital in the form of debt or equity. POSSIBLE CAREER PATHS include Securities Regulation, Law and Risk Management, Business Development, Investment Banking Analyst: Corporate Finance/M&A, Valuation Firms (boutique or within Accounting Firms), M&A Boutiques, Asset Management Research.

LAWYER

Lawyers are involved in everything from buying a home, to writing a will, to prosecuting and defending criminals. They counsel, strategize, problem-solve, write, advocate and negotiate. The exact duties you’ll perform as a lawyer will vary depending on the type of law in which you specialize. For example, tax lawyers spend less time in courtrooms than criminal lawyers, because they are usually not involved in prosecution or defense. Your duties may include preparing legal documents, performing legal research, filing briefs, speaking with clients, collecting evidence, consulting colleagues, selecting jurors, and analyzing laws. Career Opportunities in this area include Entertainment Lawyer, Real Estate Lawyer, Corporate Lawyer, Employment and Labor Lawyer, Finance and Securities Lawyer and Intellectual Property Lawyer.
**POPULAR CAREER PATHS**

- **Law Firms**
  - Paralegal
  - Legal Assistant
  - Research

- **Insurance**
  - Claims
  - Analyst

- **Corporations**
  - Copyright/Patent
  - Compliance
  - Commercial Real Estate
  - Compensation
  - Tax Examination
  - Sales
  - Regulatory Affairs

- **Nonprofit**
  - Immigration
  - Advocacy
  - Teaching

- **Rotational and Leadership Development Programs**
  EX: Compliance Associate Program

**Rotational and Leadership Development programs are usually 2-3 year training programs that can be valuable for undergraduates to launch into their career. More information about the types of programs and the industries they are available in can be found on the Feld Center’s site HERE.**

**INTERNSHIP AND JOB SEARCH RESOURCES**

- **Vault**
- **Pardee Library**
- **Indeed**
- **Simply Hired**
- **Internships**
- **Glassdoor**

- **American Bar Association**
- **National Association of Legal Assistants**
- **National Association for Legal Career Professionals**
- **National Federation of Paralegal Associations**
- **Law School Admission Counsel**
- **Integrated media company w/ resources for law, real estate, finance and business**
- **Riley Guide to Law Careers with additional resources**
- **Resources on various areas to practice law**
Questrom/BU Clubs: Joining clubs is a great way to gain experience and build your professional network. Below is a list of Questrom Clubs those interested in Law should consider a club that falls within the scope of their functional interests. Sometimes these interests are not solely within the business realm. For a complete list of business specific Questrom Clubs, please visit here and for a list of BU wide clubs that offer organizations across larger interest areas ranging from health to nonprofits, please visit here.

Faculty Concentration Liaison: Rachel Spooner

Professional Associations: Professional Associations exist on the regional and national level. They host national conferences discussing relevant topics, networking events and training and professional development opportunities. If you are interested in careers in Law here are some professional associations, you may want to consider joining:

- Association of Legal Administration
- National Society of Compliance Professionals
- Regulatory Affairs Professionals Society
- American Bar Association

LinkedIn Groups: LinkedIn is a crucial part of anyone’s job search and networking strategy. Using LinkedIn groups, you can develop more targeted networks for various criteria including location, industry, function and more! Below is a list of sample LinkedIn groups Law concentrators may want to consider, for more assistance on using this feature please make an appointment with a UDC Career Advisor at bu.joinhandshake.com:

- Legal Professionals-Business Law Career, Management, Networking & Jobs
- Society of Corporate Compliance and Ethics (SCCE)
- Legal Research and Writing
- IP Intelligence

NEXT STEPS

POPULAR EMPLOYERS

You can use your accounting degree in a number of different industries, below is a list of sample employers that recruit at Questrom and are looking for students who concentrated in law:

- Arcadia Solutions
- Bain & Company
- Bank of America
- Boston Capital
- Burson-Marsteller
- Cigna Healthcare
- Digitas
- Disney ABC Television Group
- EMC Corporation
- Fidelity
- Hanover Insurance Group
- Kirshenbaum Bond Senecal
- Mediacom
- Praxair
- PricewaterhouseCoopers
- Rothstein Kass
- Teach for America
- PeaceCorps
- Unilever
- United Commercial Bank