

Sub in the US

- You run a VC-funded successful company in Europe and you want to commercialize your products/software internationally. You have decided to set up a company in the United States.
- How do you decide on the location of the headquarters, the state of incorporation?

Founders Discussion

- You and 3 classmates have decided to form a company.
- How do you allocate respective percentage ownership, how do you secure all 4 members contributions over time, or provide for exit conditions?

Ethical Issues in Management Team

- You are the CEO of a consulting co. After a few months, employees report to you their doubts about the integrity of the finance director. Accounting is not transparent, some express fear that CFO, who is also on the board of the company, covers or at least tolerates negligent accounting and bad billing practices.
- What do you do, and in what sequence?

Just got funding

- You are the CEO of a brand new company with just a few employees. Not much legal framework has been created so far. You have just deposited in the bank the \$4.5M proceeds of your first round of funding.
- What do you ask your lawyer to do?

Trouble in the board room

- At the last Board meeting, there was tension in the room. As CEO of the company, you are challenged by one of the board members who thinks you need to ramp up revenue as cash reserves are low, in his opinion.
- What do you do, and in what order

Funding Finders

- Your company needs to boost its presence on the market as a competitor has just appeared in the landscape. You want to raise funds.
- How do you go about recruiting and paying a consultant to perform this task

Hiring Software Developers

- Your company needs to develop new features for its software products. You are considering hiring developers.
- What are the legal pitfalls you want to avoid?

M&A

- You are the CEO of a private company. A publicly-traded company has talked to you about acquisition. Your financing history has been a little erratic: \$0.29/share on your seed round, \$6/share on first round, and two years later, your predecessor went through a down round, at \$2/share.
- You want to make this acquisition happen. Who do you talk to, and in what order?

More trouble in the boardroom

- As CEO, you need your company to make an important decision. You discuss the subject at a board meeting, but your board is divided and can only agree by a thin majority to a solution that you believe is not in the company's best interest. The corporation's lawyer yet recommends a 3rd solution.
- What to you do?