

BUSINESS LAW CONCENTRATION GUIDE

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.

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](#).

For more information about required courses and to contact the Concentration Faculty Advisor, please visit [here](#).

REAL ESTATE

The field of real estate is always evolving and there are more career opportunities than you might think. Helping clients buy and sell homes, office buildings, industrial property, corporate land, property management, land development, mortgage banking, investment, urban planning, and real estate counseling, appraisal and research are all aspects of a career in real estate. Forbes magazine compiles a Global 2000 list, their annual ranking of the world's largest and most powerful companies. For 2020, 35 real estate firms made the list, not including investment companies and private equity firms such as Blackstone that hold real estate in their portfolios.

Careers Include: Development Analyst, Real Estate Broker, Real Estate Coordinator

COMPLIANCE

According to the US Bureau of Labor Statistics, there will be 18,600 new compliance jobs by 2028. Compliance officers ensure that businesses are current on all regulatory and licensing requirements in accordance with state and federal law. The combination of increased regulation (Sarbanes-Oxley, Dodd-Frank, GDPR, Affordable Healthcare Act, FDA, Foreign Corrupt Practices Act, etc.) and booming industries like health care, means that compliance officers act as strategic, enterprise-level risk managers.

Careers Include: Compliance Analyst, Compliance Specialist, Licensing Analyst, Licensing Examiner

TALENT/ PEOPLE MANAGEMENT

Talent and people management is not just HR. Talent management involves the organization's commitment to recruit, hire, train, and develop the most talented employees available in the job market. This includes the work processes and systems required to retaining and developing qualified and productive employees. An effective talent management strategy helps to create and maintain diverse and creative teams, an inclusive work environment, workforce management strategies, and succession planning.

Careers Include: Human Resources Associate, Global Talent Manager, Benefits Manager

ENTREPRENEUR

Want to own your own business or run the family business? The issues facing a business owner are many: how to hire the right staff, licensing and regulatory requirements, drafting and financing contracts with suppliers and customers, and protecting your assets and intellectual property.

Careers Include: Entrepreneur/Founder, CEO, CFO, CMO

ENTERTAINMENT

Interested in the Entertainment Industry? A background in law can provide you with the skills you need to successfully navigate the various policies, laws, and contract considerations associated with this field. Legal understanding will allow you to solve problems effectively and provide the best possible support to your firm and their clients.

Careers Include: Booking Agent, Talent Representative, Athlete Marketing Agent

CLASSES TO CAREER GRID

Interested in seeing how different career paths connect back to the classes you take? Take a look at the grid below to help you strategize which classes will help you build the skills and knowledge you need to meet your career goals.

CLASS	REAL ESTATE	COMPLIANCE: FINANCIAL	COMPLIANCE: HEALTH CARE	TALENT/PEOPLE MANAGEMENT	ENTREPRENEUR	ENTERTAINMENT
LA 355 Employment	×	×	×	×	×	×
LA 450 Law & Risk	×	×	×	×	×	×
LA 360 Real Estate Law	×				×	
LA 365 Securities Regulation		×				
LA 430 Entertainment Law						×
LA 484 Online Privacy and Internet Law			×			
LA 346 Business, Justice and Responsibility			×	×		×
FE 458 Equities and Securities Analysis		×				
FE 469 Real Estate Finance	×					
MO 441 Human Resource Management				×	×	×
MO 448 Negotiations	×			×	×	×
MO 356 Leadership and Management of Social Enterprises			×	×	×	
SI 469 Real Estate Development	×					
PL 325 Introduction to the Health Sector			×			
PL 330 The U.S. Healthcare System in Transition			×			
PL 350 The Psychology of Decision Making		×		×	×	

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 Council](#)
- [Integrated media company w/ resources for law, real estate, finance and business](#)
- [Riley Guide to Law Careers](#)
- [Gatto Law Fellowship](#)
- [Securities and Exchange Commission](#)
- [ZipRecruiter](#)
- [Compliance Crossing](#)
- [Resources on various areas to practice law](#)

POPULAR EMPLOYERS

- Accenture
- Arcadia Solutions
- BAE Systems
- Bain & Company
- Bank of America
- Boston Capital
- Burson-Marsteller
- Cigna Healthcare
- Digitas
- Disney ABC Television Group
- EMC Corporation
- Fidelity
- Hanover Insurance Group
- Harper Collins Publishing
- IBM
- Inbound Real Estate
- Johnson & Johnson
- Kirshenbaum Bond Senecal
- Mediacom
- Mintz Levin
- Peacecorps
- Praxair
- PricewaterhouseCoopers
- Rapid7
- Rich May, P.C.
- Rothstein Kass
- Teach for America
- TJX
- Unilever
- United Commercial Bank
- Wells Fargo

NEXT STEPS

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](#).

- [Business & Technology Club](#)
- [Business Law Club](#)
- [Finance and Investing Club](#)
- [FinTech Club](#)
- [Health & Life Sciences Club](#)
- [Real Estate Club](#)

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](#)
- [Society for Human Resource Management](#)
- [International Practice Management Association](#)
- [National Federation of Paralegal Associations](#)
- [Society of Corporate Compliance and Ethics](#)
- [Society for Business Ethics](#)
- [Health Care Compliance 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
- IT Governance, Risk & Compliance
- Financial Services Career Center
- Paralegal Network
- Global Compliance/Regulatory/Legal Professionals in the Financial Services Industry