



School of Law

Lowell Milken Institute for Business Law & Policy

Search for the Executive Director

**Lowell Milken Institute for Business Law and Policy
University of California, Los Angeles, School of Law**

THE SEARCH

The Lowell Milken Institute for Business Law and Policy at the University of California, Los Angeles School of Law seeks an experienced, innovative, and collaborative leader to serve as its next Executive Director. A dynamic institute by design, the Lowell Milken Institute (LMI) has strengthened UCLA Law's academic standing in the world of business law while guiding a generation of students toward successful careers in business and tax law. Building upon the Institute's successful first decade, the Executive Director will work to creatively shape the Institute's initiatives for years to come.

Founded in 1949, UCLA Law is renowned for effective teaching, influential scholarship, and enduring innovation. As the first public law school in Southern California and the youngest top-ranked law school in the United States, UCLA Law consistently pushes new boundaries in legal education. LMI was founded in 2011 as the law school's academic center for business law and policy and has become a critical piece of the fabric of UCLA School of Law. Today, it is a hub of activity: LMI trains law students, supports legal scholarship, and brings together the business law community to examine challenging issues facing business in the U.S. and the global economy.

Together with key faculty leaders at LMI and the UCLA School of Law at large, the Executive Director will build upon the Institute's first decade of success and embrace its mission and commitment to impact. The Executive Director will lead the continued evolution of the Institute to support students and faculty alike, building upon its mission and potential to leverage UCLA's foundation of education and research in corporate law and entrepreneurship to nurture the next generation of leaders.

A list of the desired qualifications and characteristics of the Executive Director can be found at the conclusion of this document, which was prepared by the search committee with the assistance of Isaacson, Miller, a national executive search firm, to provide background information and detail the key opportunities and challenges related to the position. All confidential applications, inquiries, and nominations should be directed to the parties listed at the conclusion of this document.

ABOUT THE UNIVERSITY OF CALIFORNIA AND THE UNIVERSITY OF CALIFORNIA, LOS ANGELES

Founded in 1868, the University of California system is recognized as one of the world's largest and most successful academic institutions, with a tripartite mission of research, teaching, and public service. The ten campuses that make up the UC system – Berkeley, Davis, Irvine, Los Angeles, Merced, Riverside, San Diego, San Francisco, Santa Barbara, and Santa Cruz – collectively enroll approximately 280,000 students and are supported by more than 227,000 faculty and staff, and 2 million alumni living and working around the world. Another half million people benefit from UC's continuing education courses each year, as well as from research centers and educational programs operating throughout the state. UC extends its work beyond its campuses through national laboratories, medical centers, and outreach programs in neighboring communities, throughout California, around the world, and online.

Situated on 419 acres, five miles from the Pacific Ocean, the University of California, Los Angeles (UCLA) is enriched by the cultural diversity of the dynamic greater Los Angeles area and the geographic advantages of Southern California. Tied as the world's number one public research university, UCLA is an international leader in the breadth and quality of academic, research, health care, wellness, cultural, continuing education, and athletic programs, with nearly 8,000 faculty members who teach approximately 47,500 undergraduate students and 14,300 graduate students in the College of Letters and Science and 12 professional schools. UCLA is consistently ranked among the top institutions nationally for research funding, having generated \$1.7 billion in research grants and contracts in the last fiscal year alone.

ABOUT THE UCLA SCHOOL OF LAW

Founded in 1949, the UCLA School of Law has garnered a reputation for access and excellence, delivering a world-class legal education and producing leading scholarship while providing access to a life in the law to a diverse and high-achieving group of students. From Native American law to trial advocacy, and from environmental law to human rights, UCLA Law is home to top programs, centers, and institutes that offer unique learning opportunities and a chance for students to make an impact while still in school.

UCLA Law's nearly 200-person [faculty](#) is one of the most influential nationwide. Its professors, 23% of whom are from underrepresented backgrounds, are leading scholars in constitutional law, corporate law, critical race theory, evidence, immigration, and other areas. Additionally, the School of Law boasts 185 full-time staff members who work tirelessly to provide students with an engaging, intimate, and mission-focused educational experience.

ABOUT THE LOWELL MILKEN INSTITUTE FOR BUSINESS LAW AND POLICY

Established in 2011 with a \$10 million gift from alumnus Lowell Milken, the Institute serves students and faculty at UCLA Law and the greater business law community through expanding educational opportunities, career support, academic scholarship, and policy analysis in business law and tax law. With

the overarching goal of training the next generation of leaders and serving as a resource for scholars and practitioners, the Institute is home to various interrelated programs.

- The Institute partners with UCLA Law's faculty to improve and expand the successful Business Law and Tax Law specializations for law students. This work includes identifying and developing new courses, such as experiential courses (clinics, simulations, externships) that train law students in skills that they will need to be successful in their first years as lawyers. LMI brings together UCLA Law faculty's outstanding legal scholarship with the real-world experience of instructors and guest lecturers, including entrepreneurs, business executives, and practicing lawyers. Recent new courses include Real Estate Transactions and Silicon Valley Law for Startups, Entrepreneurs, and VCs. The Institute additionally serves as a resource for students interested in business law and tax law by providing counseling on class selection and career guidance in conjunction with UCLA Law's Career Services.
- The Institute works closely with UCLA Law's esteemed faculty to support scholarship and research in business law and tax law. The faculty's acknowledged expertise covers a wide range of business law, including taxation and financial policy, corporate governance, executive compensation, securities law, business regulation, mergers and acquisitions, complex business transactions, bankruptcy, law and economics, entrepreneurship and commercial law, and other business subjects. LMI is critical in providing financial and administrative support to host academic conferences and symposia at UCLA Law, bringing together top scholars in the field to learn from one another and advance key topics in business law and tax law research.
- The Institute has a vital convening function for the national business law community. The Institute develops and hosts programs and conferences on current and important topics for legal practitioners, senior officers and directors, governmental regulators, and other business leaders. In doing so, the Institute seeks to educate and create processes to develop policy solutions to current challenges in business law and tax law. In addition, through its convening function, the Institute facilitates engagement of scholars and law students with the greater business law community, including the popular Founders Series and various Lunch and Learns.

A hallmark of the Institute's work is its co-curricular programming that includes outside speakers, law competitions, and other events that educate and train students in the skills they need to succeed as lawyers. Examples include the H&K Joint Venture Competition (organized by Holland & Knight and co-sponsored by LMI and UCLA's Ziman Center for Real Estate), where law students and business students team up to structure real estate joint ventures. The [Lowell Milken Institute-Sandler Prize](#), established in 2016 by Lowell Milken and Richard Sandler ('75), is a hallmark team business plan competition at UCLA that fosters entrepreneurship in the UCLA business and law communities. It is designed to recognize student innovation and support the launch of promising new business ventures through mentorship and training sessions, the creation of business plans, and a pitch to final round judges. Additionally, LMI is a

proud host of the NYU/UCLA Tax Policy Symposium, which brings together some of the top tax faculty in the country for an annual symposium.

LMI also acts as a bridge between the UCLA School of Law and the greater UCLA community, serving law students interested in business through business courses taught at the law school by professors from UCLA's Anderson School of Management, such as Entrepreneurship and Venture Initiation and Accounting and Financial Skills for Lawyers. In addition, LMI has built strong connections with multiple UCLA programs focused on entrepreneurship, including Startup UCLA, UCLA Anderson's Price Center for Entrepreneurship and Innovation, and the UCLA Samueli School of Engineering's Institute for Technology Advancement.

The Institute's advisory board consists of highly successful lawyers and businesspeople who make invaluable contributions to LMI by identifying emerging challenges and opportunities in the world of business law and policy. Their strategic vision is critical to the Institute's efforts to find innovative ways to train the next generation of leaders in the field. The Institute's work and its diverse programs for law students and the business law community are reflected in its [Annual Reports](#).

ROLE OF THE EXECUTIVE DIRECTOR

The Executive Director will have overall strategic and operational responsibilities for the Institute's programming, staff, fundraising, budget, and mission. Working collaboratively with LMI stakeholders, the Executive Director will help develop and articulate a vision for the Institute that reflects its stature as the leading center for the study and practice of business law and policy. The Executive Director will work to elevate the public profile of the Institute and lead the execution of existing and potentially new programming and initiatives that advance its mission.

This position entails substantial academic and administrative responsibilities, including improving and expanding on the Business Law and Tax Law specializations for law students; identifying and developing new courses as well as developing and hosting co-curricular programs such as competitions and other events with the goal of educating, training, and providing skills needed by students to succeed as young lawyers; supporting scholarship and research in business law and tax law such as hosting academic conferences and symposia that elevate the work and reputation of the School and its faculty; developing and hosting programs and conferences on current and important topics for the national business law community to educate and create processes to develop policy solutions to current problems in business law and tax law; and facilitating engagement by scholars and law students with the greater business law community. The Executive Director may also teach courses in business law or tax law.

The Executive Director will report to the Associate Dean for Academic Programs and Strategic Planning at the UCLA School of Law. They will work closely with the Institute's Co-Faculty Directors, core faculty, senior law leaders, and the Advisory Board, and will oversee 4 direct reports, including a deputy director that they will have the opportunity to hire.

QUALIFICATIONS AND CHARACTERISTICS

The search committee strongly welcomes applicants from a wide range of backgrounds and experiences. It will consider the factors below when evaluating candidates for this important leadership role. A successful candidate should possess many of the following characteristics:

- J.D. or equivalent advanced degree from a U.S. school and an excellent academic record;
- 7+ years of successful senior management and leadership experience;
- A track record of innovation, program leadership, and program building;
- Extensive experience, engagement, and understanding of business law and policy;
- Advanced administrative and organizational skills;
- A proven track record in fundraising and budget management; strong interpersonal skills, with the ability to work collaboratively with a diverse array of colleagues, students, and the broader community;
- Strong verbal and written communication skills, with the ability to draw on the ideas of others and convert them into meaningful strategies and the ability to facilitate dialogues, identify barriers to effectiveness, and generate support for solutions;
- High professional and ethical standards that reflect UCLA's core values, purpose, and mission.

COMPENSATION

This is a full-time, year-round, non-tenure track academic position. The expected compensation range is \$200,000- \$250,000. The salary and level of appointment will be commensurate with qualifications and experience. The position includes research and travel support.

APPLICATIONS, INQUIRIES AND NOMINATIONS

Screening of complete applications will begin immediately and continue until the completion of the search process. Inquiries, nominations, and referrals should be sent via the Isaacson, Miller website for the search: <https://www.imsearch.com/open-searches/university-california-los-angeles/executive-director-lowell-milken-institute-business>. Applications, including a CV, cover letter, and optional diversity statement, can be submitted at <https://recruit.apo.ucla.edu/JPF08964>.

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The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, religion, sex,

gender, gender expression, gender identity, gender transition status, pregnancy, physical or mental disability, medical condition (cancer-related or genetic characteristics), genetic information (including family medical history), ancestry, marital status, age, sexual orientation, citizenship, or service in the uniformed services, including protected veterans. For the complete University of California nondiscrimination and affirmative action policy, see: UC Nondiscrimination &Affirmative Action Policy at <https://policy.ucop.edu/doc/4000376/DiscHarassAffirmAction>.