

# Rachel Landy

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Cardozo School of Law, 55 5<sup>th</sup> Avenue, Room 514, New York, NY 10003  
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## ACADEMIC APPOINTMENTS

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**CARDOZO SCHOOL OF LAW**, Visiting Assistant Professor of Law and Director of the Heyman Center for Corporate Law and Governance, July 2022 – current

- *Courses*: Contracts, Professional Responsibility, Technology Transactions

**CARDOZO SCHOOL OF LAW**, Adjunct Professor of Law, January 2018 – May 2022

- *Courses*: Technology Transactions, Contract Drafting

## EDUCATION

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**UCLA SCHOOL OF LAW**, Juris Doctor, May 2012

- Senior Articles Editor, Entertainment Law Review

**NEW YORK UNIVERSITY**, Bachelor of Music in Music Business, *cum laude*, May 2007

- Academic Excellence Award, Music Business Department, 2007

## BOOKS

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*Beyond the Work Product: A Guide to Relationship-Driven Transactional Lawyering*, American Bar Association (Solo, Small Firm and General Practice Division), 2021

- Featured on the American Bar Association's Hot off the Press Podcast

## ACADEMIC ARTICLES

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*Downstreaming*, 64 B.C. L. Rev. \_\_ (forthcoming 2024)

- Reviewed in: Kristelia García, *Taxing Collusion*, JOTWELL, Feb. 28, 2024
- Featured on the Columbia Blue Sky Blog

*Exit Engineering*, \_\_ N.Y.U. J.L. & Bus. \_\_ (forthcoming 2024)

- Featured on the Columbia Blue Sky Blog, Oxford Business Law Blog, Competition Policy International Blog, and the Business Scholarship Podcast

*Smart Contracts, Blockchain, and the Next Frontier of Transactional Law*, 13 Wash. J.L. Tech. & Arts 313 (2018) (with Scott McKinney and Rachel Wilka)

*How Machines Learn: Where do Companies Get Data for Machine Learning and What Licenses do They Need?*, 13 Wash. J.L. Tech. & Arts 217 (2018) (with Rachel Wilka and Scott McKinney)

*Comment: Copyright Cartels or Legitimate Joint Ventures? What the MusicNet and Pressplay Litigation Means for the Entertainment Industry's New Distribution Models*, 19 UCLA Ent. L. Rev. 371 (2012)

## **OTHER SELECTED ONLINE PUBLICATIONS**

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*Software Components of Digital Health Innovations Raise Unique Questions for Standard University Technology Licenses*, Wilson Sonsini Goodrich & Rosati's Digital Health Report, Spring/Summer 2018

*Wearables and Warranties*, Wilson Sonsini Goodrich & Rosati's Digital Health Report, Fall 2017 (with Jennifer Halbleib)

## **PRESENTATIONS**

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### *Downstreaming*

- Intellectual Property Scholars Conference, August 2023
- Georgetown University Law Center Technology Law & Policy Colloquium, February 2024

### *Exit Engineering*

- Law & Entrepreneurship Association, October 2023
- National Business Law Scholars Conference, June 2023
- Richmond Junior Faculty Forum, May 2023

## **LEGAL EXPERIENCE**

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**GOOGLE LLC**, Manager, Government Affairs and Public Policy (Business Public Policy) – YouTube, April 2020 – June 2022

- Managed YouTube's response to legislative proposals globally relating to the licensing, use, and monetization of music content

**COOLEY LLP**, Senior Associate – Technology Transactions, November 2018 – August 2019

**WILSON SONSINI GOODRICH & ROSATI**, Associate – Technology Transactions, February 2016 – November 2018; September 2012 – July 2015; Summer Associate, June 2011 – August 2011

- Advised technology companies on commercial and intellectual property matters relating to day-to-day operations, mergers and acquisitions, and initial public offerings (including drafting and negotiating agreements and counseling on product and business decisions)

**SPOTIFY USA INC.**, Legal Counsel, July 2015 – January 2016

- Drafted and negotiated content licenses and strategic partnership agreements

## **OTHER SPEAKING AND PANEL DISCUSSIONS**

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**CARDOZO SCHOOL OF LAW**, Moderator – A Legal Discussion on Copyright Infringement in the Social Media Age, March 30, 2023

**CARDOZO SCHOOL OF LAW**, Moderator – Automatic Takedowns: How Content ID has Changed Copyright Enforcement, November 10, 2022

**CARDOZO SCHOOL OF LAW**, Moderator – Heyman Center Book Talk: *Going Public*, November 3, 2022

**CARDOZO SCHOOL OF LAW**, Moderator – What the Tech?, October 26, 2022

**COPYRIGHT SOCIETY**, Panelist – Copyright & Tech Conference: Lessons from Across the Pond: The UK Parliament’s Study on Music Streaming Economics, September 13, 2022

**AMERICAN BAR ASSOCIATION**, Panelist – Mid-Year Meeting: GPSolo Author Forum – So You’re Published. Now What?, February 11, 2022

**CARDOZO SCHOOL OF LAW**, Panelist – What is Corporate Transactional Law?, June 10, 2021

## **PROFESSIONAL SERVICE AND MEMBERSHIP**

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**VOTE EARLY NY INC.**, A 501(c)(3), Board of Directors and Policy Advisor, December 2020 – current

**NEW YORK CITY BAR ASSOCIATION – ELECTION LAW COMMITTEE**, member, September 2019 – current; Secretary, September 2022 – June 2023

## **PROFESSIONAL CERTIFICATES**

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**HARVARD LAW SCHOOL PROGRAM ON NEGOTIATION**, Negotiation and Leadership, December 2021

## **COURT AND BAR ADMISSIONS**

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State Bar of New York  
Second Circuit Court of Appeals  
Southern District of New York