



**SCANDINAVIAN ACADEMY**  
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# Course: International Joint Ventures and Strategic Alliances

Code	City	hotel	Start	End	price	Hours
673	Athens (Greece)	Hotel Meeting Room	2024-11-04	2024-11-08	5450 €	25

## Course Overview

`International Joint Ventures and Strategic Alliances` has been set up to focus on the key legal, commercial and financial aspects of setting up international joint ventures and alliances. The Course Director will explain how to avoid problems and ensure success from the outset - from the strategic planning and negotiating phase through to the drafting and implementation of the contracts and the period of integration.

## Summary of course content

- The key business factors and objectives behind international joint ventures and alliances
- Considering and analysing sample agreements
- How to use world-class negotiation strategies to get the deal right from the outset
- Understanding and drafting the agreements involved
- The best methods of funding international ventures
- Protection and management of existing and new technology in the venture
- The management of disputes
- How to deal with the post-signature practical implementation of the agreement

## Methodology

The course is designed to be highly practical and features a number of `hands-on`



workshop sessions.

## **Who should attend this training course?**

- In-house lawyers
- Contract/documentation drafting personnel
- Risk managers
- Commercial directors and managers
- Managing directors
- Finance directors
- Business development executives

## **Outline**

### **Different routes to venture and collaborate**

- Preliminary questions
- Deciding structure - advantages and disadvantages
- Limited liability company
- Partnership - limited/unlimited
- Contractual
- Strategic alliances
- Multi party ventures

### **Structuring the venture**

- Key business factors and objectives
- Control and direction - the role of directors
- Employees
- Funding methods



## **Legal and regulatory issues**

- Financial authorities
- Boycotts trade embargoes
- Government consents and approvals

## **Managing the negotiation**

- Cross cultural issues
- Styles and techniques
- Communication
- World class negotiation strategies

## **Drafting the agreements (part 1)**

- Pre-contract agreements
  - Types of pre-contract documents
  - Duty of good faith
  - Letters of intent
  - Memorandum of Understanding
  - Intention to proceed
  - `Subject to contract`
  - Governing law - choice and impact
  - Advice to negotiators

## **Due diligence**

- Partners
- Strategic and commercial
- Financial

## **Confidentiality agreements - drafting workshop**



- Purpose
- Types of information they protect
- Causes of breach
- What information cannot be disclosed
- Enforcement
- Different jurisdictional approaches

## **Drafting the agreements**

- Negotiating and drafting the joint venture agreement – general terms
  - Role of partners
  - Exclusivity provisions
  - Exit provisions
  - Choice of law
  - Accounting and currencies

## **Key problem clauses**

- Interpretation clauses
- Roles and obligations
- `Best Efforts` and `Reasonable Care`
- `Best Endeavours` and `Reasonable Endeavours`
- Penalty clauses
- Limiting liability
- Assignment clauses

## **Exit strategies and dispute resolution**

- Drafting dispute resolution clauses
- Choice of law
- Pre-action negotiation and mediation
- Arbitration



## **Enforcement of awards and judgments**



**The Scandinavian Academy for Training and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:**

• **Theoretical Lectures:**

- We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.

• **Scientific Assessment:**

- We evaluate trainees skills before and after the course to ensure their progress.

• **Brainstorming and Interaction:**

- We encourage active participation through brainstorming sessions and applying concepts through role play.

• **Practical Cases:**

- We provide practical cases that align with the scientific content and the participants specific needs.

• **Examinations:**

- Tests are conducted at the end of the program to assess knowledge retention.

• **Educational Materials:**

- We provide both printed and digital scientific and practical materials to participants.

• **Attendance and Final Result Reports:**

- We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.

• **Professionals and Experts:**

- The programs scientific content is prepared by the best professors and trainers in various fields.

• **Professional Completion Certificate:**

- Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.

• **Program Timings:**

- Training programs are held from 10:00 AM to 2:00 PM and include buffet sessions for light meals during lectures.