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Riyadh - Al Khaleej District - Sheikh Abdul Aziz Bin Abdul Rahman Bin Bishr Street - 13223 - Office No. 5 | P.O.BOX : 13224

Course: International Joint Ventures and Strategic Alliances

Code	City	hotel	Start	End	price	Language - Hours
MT-673SA	Dammam	Hotel Meeting Room	2027-07-25	2027-07-29	9950 SR	En - 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 Center adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training Center.

Program Timings: 9:00 AM to 2:00 PM

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.
- A closing ceremony on the final day to distribute certificates and celebrate participants achievements.
- **Note: All prices are exclusive of 15% Value Added Tax (VAT).**

Our Success Partners

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