

COURSE OVERVIEW CM0173

Legal Skills for Business: Due Diligence and Joint Ventures

Course Title

Legal Skills for Business: Due Diligence and Joint Ventures

Course Date/Venue

Session 1: June 16-20, 2025/Fujairah Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE

Session 2: October 05-09, 2025/Boardroom 1, Elite Byblos Hotel Al Barsha, Sheikh Zayed Road, Dubai, UAE



Course Reference

CM0173



Course Duration/Credits

Five days/3.0 CEUs/30 PDHs

Course Description



This practical and highly-interactive course includes real-life case studies where participants will be engaged in a series of interactive small groups and class workshops.



This course is designed to provide participants with a detailed and up-to-date overview of Legal Skills for Business: Due Diligence and Joint Ventures. It covers the types of due diligence and joint ventures (JV); the role of due diligence in mitigating risks and strategic benefits of JVs for businesses; the legal framework governing joint ventures and the role of lawyers in business transactions planning the due diligence process by setting objectives, developing a checklist and scope of work, allocating roles and responsibilities and identifying challenges and bottlenecks; reviewing corporate documents and identifying existing legal disputes and liabilities; verifying ownership of intellectual property; and ensuring compliance with labor and employment laws.



Further, the course will also discuss the financial due diligence, operational and commercial due diligence and environmental and regulatory due diligence; the due diligence report, key findings and recommendations; the red flags and critical risks; and key considerations in structuring JVs; drafting the JV agreement and negotiating JV terms; the governance and management of JVs; and the compliance and risk management in JVs.

During this interactive course, participants will learn the common disputes in JVs covering financial disagreements and funding issues, breach of contract or fiduciary duties and disputes over intellectual property and confidential information; the dispute resolution mechanisms and exit strategies in joint ventures; the mergers, acquisitions, and JV transitions, regulatory compliance during exits, cross-border joint ventures and intellectual property (IP) in joint ventures; the role of technology in enhancing JV operations and legal considerations in data sharing and cybersecurity; the importance of ESG (environmental, social, governance) in JVs; and drafting ESG-related clauses in JV agreements and managing environmental risks in operations.

Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain an in-depth knowledge on legal skills for business covering: due diligence and joint ventures
- Identify the types of due diligence and joint ventures (JV), role of due diligence in mitigating risks and strategic benefits of JVs for businesses
- Discuss the legal framework governing joint ventures and the role of lawyers in business transactions
- Plan the due diligence process by setting objectives, developing a checklist and scope of work, allocating roles and responsibilities and identifying challenges and bottlenecks
- Review corporate documents, identify existing legal disputes and liabilities, verify ownership of intellectual property and ensure compliance with labor and employment laws
- Recognize financial due diligence, operational and commercial due diligence and environmental and regulatory due diligence
- Structure the due diligence report, highlight key findings and recommendations and identify red flags and critical risks
- Discuss the key considerations in structuring JVs, draft the JV agreement and negotiate JV terms
- Carryout governance and management of JVs as well as compliance and risk management in JVs
- Identify the common disputes in JVs covering financial disagreements and funding issues, breach of contract or fiduciary duties and disputes over intellectual property and confidential information
- Recognize dispute resolution mechanisms and apply exit strategies in joint ventures
- Determine mergers, acquisitions, and JV transitions, regulatory compliance during exits, cross-border joint ventures and intellectual property (IP) in joint ventures
- Discuss role of technology in enhancing JV operations and legal considerations in data sharing and cybersecurity
- Explain the importance of ESG (environmental, social, governance) in JVs, draft ESG-related clauses in JV agreements and manage environmental risks in operations

Exclusive Smart Training Kit - H-STK®



Participants of this course will receive the exclusive “Haward Smart Training Kit” (**H-STK®**). The **H-STK®** consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.

Who Should Attend

This course provides an overview of all significant aspects and considerations of legal skills for business: due diligence and joint ventures for corporate lawyers, in-house counsel, business executives and managers, M&A professionals, contract managers and legal operations professionals, entrepreneurs or startups and other technical staff.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Fee

US\$ 8,000 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning and afternoon of each day.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

Certificate Accreditations

Certificates are accredited by the following international accreditation organizations: -



British Accreditation Council (BAC)

Howard Technology is accredited by the **British Accreditation Council** for **Independent Further & Higher Education** as an **International Centre**. BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Howard Technology meets all of the international higher education criteria and standards set by BAC.



The International Accreditors for Continuing Education & Training (IACET - USA)

Howard Technology is an Authorized Training Provider by the International Accreditors for Continuing Education & Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Howard Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Howard Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Howard Technology’s courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules and regulations of the International Accreditors for Continuing Education and Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Howard Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Howard Technology programs. A permanent record of a participant’s involvement & awarding of CEU will be maintained by Howard Technology. Howard Technology will provide a copy of the participant’s CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Mr. Douglas Robinson, MBA, BSc (Honors), Dip, is currently the **President of DSR Consulting** and the **Professor of Business Studies Unit (BSU)** at **Durban Institute of Technology (DIT)**, where he is lecturing at **MBA level** in **Contract Management, Logistics & Supply Chain Management, Inventory Management, Transportation Management, Project Management, Operations Management, Procurement Management, Human Resources Management (HRM), Market Intelligence & Analysis, Leadership & Change Management, Presentation Skills, Negotiation Skills, Interpersonal Skills, Communication Skills, Adaptability & Flexibility, Learning & Self Development, Industrial Relationships, Driving Performance, Performance Measurement, Performance Goal Implementation, Time Management** Techniques, Organizing Daily Activities, Handling Difficulties & Pressure, Productivity & Feedback Management, **Problem Solving & Decision Making, ISO 9001 Lead Auditor, Commercial Negotiation & Legal Aspects, Logistics & Supply Chain Management, Quality Management, Project Financial Planning, Financial Management, Materials Inventory Management, Budgeting & Cost Control, Project Accounting, Entrepreneurship and International Business.**

Mr. Robinson has over **45 years** of international experience in **Contract Management, Quality Management, ISO Standards, Logistics & Supply Chain Management, Procurement, Purchasing, Outsourcing Strategies, Project Management, Business Systems, Operations Management and Business Re-Organization.** Further, he is a **Registered Assessor of Quality Management, Logistics, Supply Chain Management, Procurement Strategies, Purchasing and Outsourcing.**

As a leader in the **Quality, Procurement and Logistics** fields, Mr. Robinson facilitated in-house skills development programmes in a lot of companies worldwide and has **extensive consulting experience** in both the public and private sectors. His experience includes implementing SAP system in Procurement, financial, sales, distribution, materials management and costing.

During his long career life, Mr. Robinson worked for many **International companies** such as Tiger Brands, Nestle's, Mondi Manufacturing, Mondi Forests, Masonite Africa Ltd., Framet etc. He worked as **General Manager, Quality Manager, Procurement Manager, Logistics Manager, Logistics Superintendent, Project & Contract Manager, Purchasing Supervisor, SAP Facilitator, etc.**

Due to his thorough and long experience and knowledge, Mr. Robinson is **recognized internationally** as an **Expert** in Logistics & Supply Chain Management, Procurement, Purchasing, Outsourcing, Strategic planning, business wellness analysis, **Contract management, Project Management, feasibility studies, financial analysis, cash-flow forecasting, Capital investment analysis, risk analysis, Business process analysis, and Quality Management Systems.**

Mr. Robinson has a **Master degree in Business Administration (MBA)** from the **University of Durban-Westville**, a **Bachelor degree with Honors in Business Management and Administration** and **Diplomas in Medical Technology, Marketing Management, Business Management and Project Management** from the **University of Rhodesia** and from the **Damelin Management School** respectively. Further, he is a **Certified Instructor/Trainer, a Certified Trainer/Assessor** by the **Institute of Leadership & Management (ILM)**, an active member of international professional affiliations and delivered innumerable trainings, courses, workshops and seminars globally.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	PRE-TEST
0830 – 0930	Overview of Due Diligence Definition & Purpose of Due Diligence • Types of Due Diligence (Legal, Financial, Operational, etc.) • Key Stakeholders Involved in the Due Diligence Process • Role of Due Diligence in Mitigating Risks
0930 – 0945	Break
0945 – 1030	Introduction to Joint Ventures (JVs) Definition & Structure of Joint Ventures • Strategic Benefits of JVs for Businesses • Types of Joint Ventures (Contractual versus Equity-Based) • Differences Between Partnerships, Alliances, & JVs
1030 – 1130	Legal Framework Governing Joint Ventures Common Legal Structures for JVs (LLCs, LLPs, etc.) • Key Regulatory Considerations for Setting up JVs • Role of Local & International Laws in JV Operations • Tax Implications of Various JV Structures
1130 – 1215	The Role of Lawyers in Business Transactions Providing Legal Advice & Identifying Risks • Drafting & Negotiating Contracts • Ensuring Compliance with Regulations • Supporting Dispute Resolution & Litigation
1215 – 1230	Break
1230 – 1330	Planning the Due Diligence Process Setting Objectives for Due Diligence • Developing a Checklist & Scope of Work. • Allocating Roles & Responsibilities • Identifying Challenges & Bottlenecks
1330 – 1420	Case Study: Initial Due Diligence & JV Planning Reviewing a Sample Due Diligence Report • Identifying Legal Risks in a Proposed JV • Simulated Discussion: Evaluating the Viability of a JV • Group Activity: Drafting a Basic JV Term Sheet
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day One

Day 2

0730 – 0830	Legal Due Diligence Reviewing Corporate Documents (Articles of Incorporation, Bylaws) • Identifying Existing Legal Disputes & Liabilities • Verifying Ownership of Intellectual Property • Ensuring Compliance with Labor & Employment Laws
0830 – 0930	Financial Due Diligence Reviewing Audited Financial Statements • Identifying Contingent Liabilities & Hidden Costs • Understanding Tax Implications & Compliance • Assessing the Financial Health of the Target Company
0930 – 0945	Break

0945 – 1100	Operational & Commercial Due Diligence <i>Evaluating Business Operations & Supply Chains • Assessing key Contracts & Customer Agreements • Analyzing Market & Competitive Positioning • Identifying Potential Synergies & Integration Challenges</i>
1100 – 1215	Environmental & Regulatory Due Diligence <i>Understanding Environmental Liabilities & Compliance • Reviewing Permits & Licenses • Ensuring Adherence to Industry-Specific Regulations • Assessing Potential Fines or Penalties</i>
1215 – 1230	Break
1230 – 1330	Drafting a Due Diligence Report <i>Structuring the Due Diligence Report • Highlighting Key Findings & Recommendations • Identifying Red Flags & Critical Risks • Presenting the Report to Stakeholders</i>
1330 – 1420	Workshop: Simulated Due Diligence <i>Participants Analyze a Sample Company Profile • Identifying Potential Legal & Financial Risks • Group Discussion: Drafting & Presenting Findings • Feedback Session to Refine Due Diligence Skills</i>
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow</i>
1430	Lunch & End of Day Two

Day 3

0730 – 0830	Key Considerations in Structuring JVs <i>Choosing the Appropriate Legal Structure • Allocating Ownership & Voting Rights • Defining Governance Mechanisms • Tax & Financial Considerations in Structuring JVs</i>
0830 – 0930	Drafting the JV Agreement <i>Essential Components of a JV Agreement • Rights & Obligations of Each Party • Dispute Resolution & Termination Clauses • Confidentiality & non-Compete Provisions</i>
0930 – 0945	Break
0945 – 1100	Negotiating JV Terms <i>Establishing Negotiation Objectives • Balancing the Interests of both Parties • Resolving Conflicting Priorities • Building Long-Term Trust & Collaboration</i>
1100 – 1215	Governance & Management of JVs <i>Establishing a Board of Directors or Management Committee • Decision-Making Processes & Voting Rights • Appointment of Key Executives • Oversight & Accountability Mechanisms</i>
1215 – 1230	Break
1230 – 1330	Compliance & Risk Management in JVs <i>Identifying Potential Compliance Risks • Creating an Effective Compliance Program • Managing Third-Party Risks in JVs • Developing a Risk-Sharing Mechanism</i>



1330 – 1420	Case Study: Structuring a Joint Venture <i>Reviewing a Sample JV Proposal • Group Activity: Drafting Key Clauses for a JV Agreement • Simulated Negotiation Between JV Partners • Feedback Session to Refine Negotiation Skills</i>
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow</i>
1430	<i>Lunch & End of Day Three</i>

Day 4

0730 – 0830	Common Disputes in JVs <i>Disputes Over Governance & Decision-Making • Financial Disagreements & Funding Issues • Breach of Contract or Fiduciary Duties • Disputes over Intellectual Property & Confidential Information</i>
0830 – 0930	Dispute Resolution Mechanisms <i>Negotiation & Mediation Processes • Arbitration versus Litigation for JV Disputes • Enforcing Dispute Resolution Clauses in JV Agreements • Choosing a Jurisdiction for Dispute Resolution</i>
0930 – 0945	<i>Break</i>
0945 – 1100	Exit Strategies in Joint Ventures <i>Voluntary Dissolution & Winding up • Buyout Clauses & Right of First Refusal • Drag-Along & Tag-Along Rights • Dealing with Breaches that Lead to Termination</i>
1100 – 1215	Mergers, Acquisitions, & JV Transitions <i>Integrating JVs into Mergers & Acquisitions • Valuation & Due Diligence During Transitions • Tax & Regulatory Implications of Mergers • Managing Employee & Stakeholder Transitions</i>
1215 – 1230	<i>Break</i>
1230 – 1330	Regulatory Compliance During Exits <i>Adhering to Local Laws for JV Dissolution • Protecting Intellectual Property Post-Dissolution • Ensuring Proper Documentation of the Exit Process • Addressing Liabilities During Winding up</i>
1330 – 1420	Workshop: Managing JV Disputes & Exits <i>Analyzing a Case Study Involving a JV Dispute • Group Role-Play: Negotiating a Resolution Between Parties • Drafting a Termination Agreement for a JV • Presenting Findings & Discussing Lessons Learned</i>
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today & Advise Them of the Topics to be Discussed Tomorrow</i>
1430	<i>Lunch & End of Day Four</i>

Day 5

0730 – 0845	Cross-Border Joint Ventures <i>Legal Challenges in Cross-Border JVs • Managing Differences in Legal Systems & Cultures • Navigating International Tax Laws • Managing Currency Exchange Risks</i>
0845 – 1000	Intellectual Property (IP) in Joint Ventures <i>Defining Ownership of Jointly Developed IP • Licensing Agreements for IP Use • Protecting Trade Secrets & Proprietary Information • Resolving IP Disputes in JVs</i>
1000 – 1015	Break
01015 – 1230	Technology & Digital Transformation in JVs <i>Role of Technology in Enhancing JV Operations • Legal Considerations in Data Sharing & Cybersecurity • Integrating AI & Blockchain in JV Processes • Protecting Digital Assets in JV Agreements</i>
1230 – 1245	Break
1245 – 1345	Sustainability & ESG Compliance <i>Importance of ESG (Environmental, Social, Governance) in JVs • Drafting ESG-Related Clauses in JV Agreements • Managing Environmental Risks in Operations • Reporting & Compliance with ESG Standards</i>
1345 – 1400	Course Conclusion
1400 – 1415	POST-TEST
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch & End of Course</i>

Practical Sessions

This practical and highly-interactive course includes real-life case studies & exercises:-



Course Coordinator

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