

GABORONE, BOTSWANA
BLA COMMERCIAL LAW PROGRAMME (2008):
SCHEDULE, CASE STUDY AND SESSION SUMMARIES

SESSION NO. & TOPIC		DATES	DAY	US INSTRUCTOR	BW INSTRUCTOR
1.	Introduction; Forms of Business; Understanding Financial Statements	A. & B. 2 July	Wed	Kevin Salisbury	
2.	Capitalization of an Enterprise: Debt and Equity; Shareholder Agreements	A. 7 July B. 8 July	Mon Tues	Kevin Salisbury	
3.	Loan Agreements; Commercial Real Estate Agreements	A. 9 July B. 10 July	Wed Thurs	Kevin Salisbury	Gwen Johnson
4.	Other Agreements: Product Purchase & Sales; Employment; Franchise	A. 15 July B. 16 July	Mon Tues	Kevin Salisbury	Dave Williams
5.	Company Governance and Transparency; Dividend Distributions; Fiduciary Obligations; Regulatory Compliance	A. 17 July B. 18 July	Wed Thurs	Kevin Salisbury	Gwen Johnson
6.	Contract Negotiation	A. 23 July B. 24 July	Wed Thurs	Perry Irvine/ Steve Spronz	Dave Williams
7.	Contract Drafting Workshop	A. 28 July B. 29 July	Mon Tues	Irvine/Blair Duncan	Dave Williams
8.	Commercial Transaction Negotiation Workshop I	A. 30 July B. 31 July	Wed Thurs	Irvine/Duncan	
9.	Commercial Transaction Negotiation Workshop II	A. 4 Aug B. 5 Aug	Mon Tues	Irvine/Jim St. Clair	
10.	Enterprise Sale I: Term Sheet, Transaction Basis, Due Diligence	A. 6 Aug B. 12 Aug	Wed Tues	St. Clair	Jeff Bookbinder
11.	Enterprise Sale II: Representations & Warranties; Disclosure, Regulatory & Financing Approvals, Closing	A. 13 Aug B. 14 Aug	Wed Thurs	St. Clair	Bookbinder
*	Developing a Commercial Law Practice; Engagement and Fee Arrangements	A. & B. 2 Aug	Sat	Jim St. Clair/ Perry Irvine	Williams
*	Closing Ceremony	A. & B. 17 Aug	Sun	Jim St. Clair	

Public Holidays: July 1, July 21-22; Attorney Conference: Aug 7-11.

A. = Regular sessions, Monday and Wednesday, 6-8 p.m.

B. = Advanced sessions, Tuesday and Thursday, 6-8 p.m.

* Optional