

DRAFT- March 28, 2011

**EAST LONDON
2011 COMMERCIAL LAW PROGRAMME:
SCHEDULE and INSTRUCTORS**

| SESSION No. & TOPIC | DATES | LEAD ISLP INSTRUCTOR | SA INSTRUCTOR |
|---------------------|---|---|--|
| A. | <u>Introduction</u> | | |
| 1. | Purpose and Outline of the Programme: Overview of Business Law and the Role of the Business Lawyer | <u>Wednesdy.</u> 27 July 8h30 | D e o n Govender(?If available) or local SA on Purpose and Outline |
| 2. | Acquiring Commercial Law Skills and Building a Practice; Engagement | 10h00 | JS1 |
| B. | <u>Forming and Governing a Business Enterprise</u> | | |
| 3 | Identifying the Optimal Form of the Business Enterprise; Establishing and Registering the Enterprise | 11h30 | LR1 |
| 4. | Corporate Governance: The Board of Directors; Fiduciary Obligations; the Company Lawyer's Legal and Ethical Obligations | 14h00 | LR2 |

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| 5. | The Rights and Obligations of Shareholders; Shareholder and Association Agreements | 15h30 | JS2 | |
| C. | <u>Operating the Enterprise</u> | | | |
| 6. | Understanding Business Financial Statements and Capitalization Options | Thursday 28 July 8h30 | l o c a l accountant ideally | |
| 7. | Basic Principles of Lending and Security; Loan Agreements | 10h00 | D e o n Govender or local SA | |
| 8. | Contracting for Goods and Personal Services; Leases | 11h30 | local SA | |
| D. | <u>Building Contract Drafting Skills</u> | | | |
| 9. | Principles of Commercial Contract Structure, and Drafting | 14h00 | LR3 | |
| 10. | Contract Drafting Workshop | 15h00 | LR 4 and JS3 | |
| E. | <u>Selling the Enterprise</u> | | | |

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| 11. | Overview of Mergers and Acquisitions; Price; Transaction Basics; Due Diligence | Friday 29 July 8h30 | LR5 | |
| 12. | Representations and Warranties, Indemnities, Covenants, Conditions, and Disclosures | 10h30 | JS4 | |
| 13. | Closing the Sale: Regulatory Compliance and Approvals; Shareholder and Lender Approvals; Closing Documents | 12h00 | local SA | |
| 14. | Enterprise Sale Negotiation Workshop I | 14h00 | JS5 and LR6 | |
| 15. | Enterprise Sale Negotiation Workshop II | Saturday 30 July 9h00 | JS6 and LR7 | |

Closing Ceremony: Saturday 30 July, 13h00

