

**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.<br>2 July        | Wed          | Kevin Salisbury                |                 |
| 2.                  | Capitalization of an Enterprise: Debt and Equity; Shareholder Agreements                                  | A. 7 July<br>B. 8 July   | Mon<br>Tues  | Kevin Salisbury                |                 |
| 3.                  | Loan Agreements; Commercial Real Estate Agreements  | A. 9 July<br>B. 10 July  | Wed<br>Thurs | Kevin Salisbury                | Gwen Johnson    |
| 4.                  | Other Agreements: Product Purchase & Sales; Employment; Franchise   | A. 15 July<br>B. 16 July | Mon<br>Tues  | Kevin Salisbury                | Dave Williams   |
| 5.                  | Company Governance and Transparency; Dividend Distributions; Fiduciary Obligations; Regulatory Compliance | A. 17 July<br>B. 18 July | Wed<br>Thurs | Kevin Salisbury                | Gwen Johnson    |
| 6.                  | Contract Negotiation  | A. 23 July<br>B. 24 July | Wed<br>Thurs | Perry Irvine/<br>Steve Spronz  | Dave Williams   |
| 7.                  | Contract Drafting Workshop  | A. 28 July<br>B. 29 July | Mon<br>Tues  | Irvine/Blair<br>Duncan         | Dave Williams   |
| 8.                  | Commercial Transaction Negotiation Workshop I   | A. 30 July<br>B. 31 July | Wed<br>Thurs | Irvine/Duncan                  |                 |
| 9.                  | Commercial Transaction Negotiation Workshop II  | A. 4 Aug<br>B. 5 Aug     | Mon<br>Tues  | Irvine/Jim St.<br>Clair        |                 |
| 10.                 | Enterprise Sale I: Term Sheet, Transaction Basis, Due Diligence   | A. 6 Aug<br>B. 12 Aug    | Wed<br>Tues  | St. Clair                      | Jeff Bookbinder |
| 11.                 | Enterprise Sale II: Representations & Warranties; Disclosure, Regulatory & Financing Approvals, Closing   | A. 13 Aug<br>B. 14 Aug   | Wed<br>Thurs | St. Clair                      | Bookbinder      |
| *                   | Developing a Commercial Law Practice; Engagement and Fee Arrangements                                     | A. & B.<br>2 Aug         | Sat          | Jim St. Clair/<br>Perry Irvine | Williams        |
| *                   | Closing Ceremony  | A. & B.<br>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