

**FRANCISTOWN, BOTSWANA
2008 COMMERCIAL LAW PROGRAM**

| SESSION No. & TOPIC | | DATES | | | |
|--------------------------------|---|--------------|--|--|--|
| 1. | Forms of Business; Understanding Financial Statements | 4 July | | | |
| 2. | Capitalization of an Enterprise: Debt and Equity | 4 July | | | |
| 3. | Loan Agreements; Real Estate Purchase & Leasing Agreements | 5 July | | | |
| 4. | Company Governance and Transparency; Dividend Distributions; Fiduciary Obligations | 5 July | | | |
| 5. | Other Agreements: Product Purchase & Sales; Employment; Franchise | 5 July | | | |
| 6. | Contract Negotiation and Drafting | 25 July | | | |
| 7. | Contract Drafting Workshop | 26 July | | | |
| 8. | Enterprise Sale I: Term Sheet, Transaction Basis, Due Diligence | 26 July | | | |
| 9. | Enterprise Sale II: Representations & Warranties; Disclosure, Regulatory & Financing Approvals, Closing | 26 July | | | |
| 10. | Commercial Transaction Negotiation Workshop I | 15 Aug | | | |
| 11. | Commercial Transaction Negotiation Workshop II | 16 Aug | | | |
| * | Developing a Commercial Law Practice; Engagement and Fee Arrangements | 16 Aug | | | |
| * | Closing Ceremony | 16 Aug | | | |