

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

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>			

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

