



Joint Ventures

As market conditions change new opportunities emerge that require organisations to combine forces to exploit them. Would-be exporters are often faced with the challenge of meeting local content stipulations by forming joint ventures with indigenous groups. Product development may require outside expertise or collaboration with third parties based in other countries. Such relationships are not easy. This seminar has been designed specifically to help those contemplating such arrangements by providing legal and commercial guidance on what to look out for and advice on how to avoid some of the pitfalls.

The programme

This one-day course looks at the issues behind the JV decision and covers:

- Advantages and disadvantages of joint ventures
- Decision making
- Restrictions on competition
- Intellectual property rights
- Dispute resolution
- Jointly owned companies versus partnerships
- Work and revenue share
- The scope of the joint venture
- Profit distribution
- Impact on customers
- Human resources issues including TUPE, pensions and locations of staff
- Changing the scope of the JV

Who should attend?

- Directors and managers of companies contemplating joint ventures
- Legal and other professional advisors involved in joint ventures
- Technical and commercial managers who will manage the JV once it is in place.
- Export promoters and advisors
- Company secretarial, taxation, HR and IPR specialists.

Benefits of Attending

- Understand the benefits of and problems associated with joint ventures
- Understand the legal position for different sorts of JV agreements
- Recognise danger signals