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Course Name

Joint Ventures & Strategic Partnership Agreements

Sector Name

Legal and Corporate Law

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Joint Ventures & Strategic Partnership Agreements

Course Introduction

Strategic partnerships and joint ventures allow organizations to combine resources, market access, expertise, technology, or investment without pursuing a full acquisition. Yet the success of these relationships depends heavily on how the parties translate their commercial intentions into workable legal arrangements. Unclear decision rights, unequal expectations, funding disagreements, ownership restrictions, or the absence of effective deadlock and exit mechanisms can turn a promising partnership into a difficult corporate relationship.

Boost Consulting & Training offers this course to develop the practical legal capabilities required to structure, negotiate, and manage joint ventures and strategic partnership agreements. The program examines partner contributions, ownership and control, governance arrangements, reserved decisions, funding responsibilities, information and protection rights, deadlock situations, changes in ownership, and exit mechanisms. Participants will work through partnership scenarios where legal design must support both collaboration and protection.

The main concept of this course is to transform a shared business opportunity into a legally sustainable partnership where

contributions, control, decision rights, responsibilities, and exit options are clearly aligned from the outset.

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Target Audience

- ✓ Corporate lawyers and legal counsel
- ✓ Joint venture and partnership professionals
- ✓ Corporate development and investment teams
- ✓ Executives involved in strategic alliances and business partnerships

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Learning Objectives

- ✓ Distinguish between different legal structures for joint ventures and strategic partnerships.
- ✓ Translate commercial partnership objectives into clear legal arrangements.
- ✓ Define partner contributions, ownership interests, and ongoing responsibilities.
- ✓ Design governance and decision rights appropriate to the partnership structure.
- ✓ Balance control between partners while protecting critical interests.
- ✓ Develop mechanisms for managing funding, ownership changes, and deadlocks.
- ✓ Evaluate legal provisions governing default, termination, and partner exit.
- ✓ Structure a coherent partnership agreement around realistic business scenarios.

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Joint Ventures & Strategic Partnership Agreements

Course Outline

✓ DAY 01

Structuring the Partnership Relationship

Selecting the Partnership Model

- ✓ Compare incorporated joint ventures, contractual arrangements, and other strategic partnership structures.
- ✓ Match the legal structure to the commercial purpose and intended duration of the relationship.
- ✓ Examine how structure affects ownership, liability, control, and operational flexibility.

Defining What Each Partner Brings

- ✓ Identify financial, operational, technical, intellectual property, and other partner contributions.
- ✓ Clarify responsibilities for providing and maintaining agreed resources.
- ✓ Develop a Partnership Structure Map connecting objectives, contributions, ownership, and responsibilities.

Joint Ventures & Strategic Partnership Agreements

Course Outline

✓ DAY 02

Designing Ownership and Control

Allocating Ownership and Economic Interests

- ✓ Examine how contributions can influence ownership and economic participation.
- ✓ Address future funding requirements and changes in partner participation.
- ✓ Identify circumstances that may alter the original ownership balance.

Designing Partnership Governance

- ✓ Establish board representation, management roles, and decision authority.
- ✓ Determining which matters require enhanced or unanimous partner approval.
- ✓ Complete a Joint Venture Governance Design Exercise balancing control between different partner interests.

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Course Outline

✓ DAY 03

Building the Partnership Agreement

Translating the Relationship into Legal Terms

- ✓ Define the scope, purpose, responsibilities, and operating boundaries of the partnership.
- ✓ Align contractual obligations with the agreed commercial operating model.
- ✓ Address information access, confidentiality, intellectual property, and business restrictions.

Protecting Partner Interests

- ✓ Design safeguards around critical decisions and changes affecting the partnership.
- ✓ Examine protections relating to ownership transfers and entry of new participants.
- ✓ Conduct a Partnership Agreement Review to identify gaps that could create future conflict.

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Course Outline

✓ DAY 04

Managing Conflict and Partnership Disruption

Handling Partner Default and Under performance

- ✓ Identify situations where a partner fails to meet financial or operational commitments.
- ✓ Determine appropriate contractual responses to significant breaches or persistent under performance.
- ✓ Assess how corrective measures can protect the venture without unnecessarily ending the relationship.

Resolving Decision Deadlocks

- ✓ Identify governance structures that are particularly vulnerable to deadlock.
- ✓ Compare escalation, negotiation, buyout, and other mechanisms for breaking persistent disagreement.
- ✓ Running a Joint Venture Deadlock Simulation requires participants to protect both business continuity and partner interests.

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Course Outline

✓ DAY 05

Managing Ownership Change and Exit

Controlling Partner Transfers and Exit

- ✓ Examine restrictions and procedures governing transfers of partnership interests.
- ✓ Evaluate mechanisms that allow partners to increase, reduce, or end their participation.
- ✓ Manage the legal implications of introducing a new partner or losing an existing one.

Designing a Sustainable Partnership Lifecycle

- ✓ Connect formation, governance, funding, conflict management, and exit provisions into one coherent arrangement.
- ✓ Stress-test the partnership against changes in strategy, performance, ownership, and partner relationships.
- ✓ Produce a Strategic Partnership Agreement Blueprint designed to remain workable through different stages of the relationship.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Jan. 4, 2027	Jan. 8, 2027	5 days	4950.00 \$	England , London
May 30, 2027	June 3, 2027	5 days	4250.00 \$	Bahrain , Manama
Oct. 3, 2027	Oct. 7, 2027	5 days	4250.00 \$	KSA , Riyadh

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