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Course Name

Legal Risk Intelligence for Corporate Deals

Sector Name

Legal and Corporate Law

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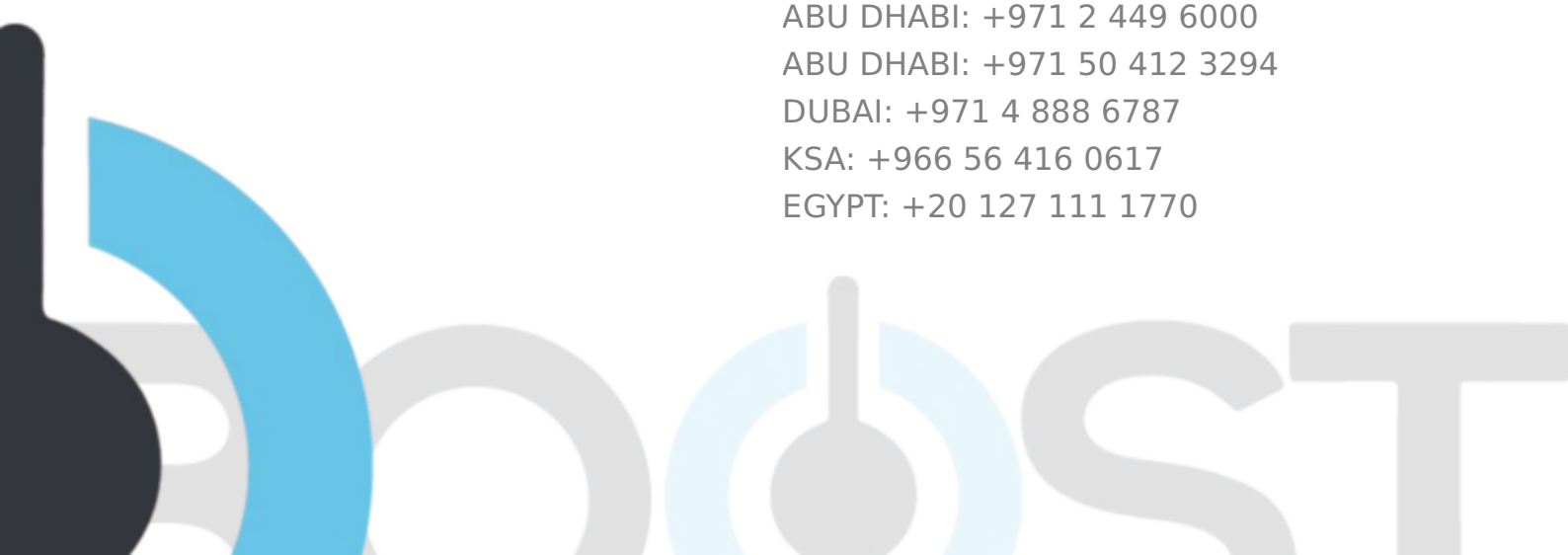
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Legal Risk Intelligence for Corporate Deals

Course Introduction

Corporate deals are often evaluated through financial value, strategic fit, and growth potential, yet the legal information behind the transaction can fundamentally change whether the deal remains attractive. Ownership inconsistencies, contractual restrictions, unresolved claims, regulatory concerns, hidden liabilities, or weaknesses in corporate records may affect valuation, negotiation leverage, transaction structure, or even the decision to proceed.

Boost Consulting & Training offers this course to develop the ability to uncover, interpret, and prioritize the legal intelligence that matters most in corporate deals. Rather than treating transaction review as a document-checking exercise, the program trains participants to investigate critical legal areas, detect warning signals, assess the significance of findings, connect legal exposure to deal objectives, and convert complex information into actionable recommendations for transaction decision makers.

The main concept of this course is to transform legal findings into deal intelligence that reveals where the real exposure lies, how significant it is, and what action should be taken before commitment.



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Legal Risk Intelligence for Corporate Deals

Target Audience

- ✓ Corporate lawyers and legal counsel
- ✓ Mergers, acquisitions, and transaction professionals
- ✓ Corporate development and investment professionals
- ✓ Legal and corporate affairs professionals involved in strategic deals

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Legal Risk Intelligence for Corporate Deals

Learning Objectives

- ✓ Identify the legal information that can materially influence a corporate deal.
- ✓ Determine priority areas for investigation based on transaction characteristics.
- ✓ Detect legal warning signals across corporate, ownership, contractual, and operational records.
- ✓ Evaluate the significance of identified legal exposures rather than reporting findings in isolation.
- ✓ Distinguish critical deal risks from manageable or lower-priority issues.
- ✓ Connect legal findings to valuation, negotiation, transaction structure, and completion decisions.
- ✓ Develop appropriate responses to significant legal risks before commitment.
- ✓ Present legal intelligence in a concise form that supports deal decision making.

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Legal Risk Intelligence for Corporate Deals

Course Outline

✓ DAY 01

Reading the Legal Landscape of a Corporate Deal

Understanding the Deal before Investigating the Risk

- ✓ Examine the commercial purpose, parties, structure, and expected outcome of the transaction.
- ✓ Identify where legal exposure could affect the assumptions behind the proposed deal.
- ✓ Determine which legal areas deserve deeper investigation based on transaction characteristics.

Building the Legal Intelligence Map

- ✓ Identify critical information sources across corporate, contractual, ownership, and operational areas.
- ✓ Separate essential deal information from lower-value documentation.
- ✓ Build a Deal Legal Intelligence Map connecting investigation priorities to transaction objectives.

Legal Risk Intelligence for Corporate Deals

Course Outline

✓ DAY 02

Detecting Hidden Corporate and Ownership Exposure

Investigating Corporate Integrity

- ✓ Examine corporate status, organizational records, historical actions, and significant approvals.
- ✓ Identify inconsistencies that could affect the validity or execution of the proposed transaction.
- ✓ Recognize gaps that require clarification or additional evidence.

Testing Ownership and Control

- ✓ Verify ownership positions and identify restrictions affecting shares, interests, or control.
- ✓ Examine issues that could interfere with the intended transfer or transaction structure.
- ✓ Complete a Corporate Ownership Risk Investigation and identify critical warning signals.

Legal Risk Intelligence for Corporate Deals

Course Outline

✓ DAY 03

Uncovering Deal Risks across the Business

Investigating Contractual Exposure

- ✓ Identify contracts that materially affect business value or operational continuity.
- ✓ Examine termination, assignment, control-change, exclusivity, liability, and dependency concerns.
- ✓ Determine which contractual findings could influence negotiation or transaction conditions.

Expanding the Legal Risk Investigation

- ✓ Examine significant disputes, claims, regulatory matters, employment issues, assets, and intellectual property.
- ✓ Identify legal exposures that may survive or become more significant after completion.
- ✓ Develop a Deal Exposure Heatmap showing the concentration and significance of identified risks.

Legal Risk Intelligence for Corporate Deals

Course Outline

✓ DAY 04

Turning Legal Findings into Deal Decisions

Prioritizing What Really Matters

- ✓ Evaluate findings according to severity, likelihood, potential impact, and transaction relevance.
- ✓ Distinguish deal-critical issues from risks that can be managed through appropriate controls.
- ✓ Identify information gaps that prevent confident transaction decisions.

Designing the Deal Response

- ✓ Determine whether a risk should be resolved, accepted, negotiated, protected against, or escalated.
- ✓ Connect significant findings to pricing, transaction terms, conditions, and negotiation positions.
- ✓ Conduct a Deal Risk Decision Simulation involving competing legal and commercial considerations.

Legal Risk Intelligence for Corporate Deals

Course Outline

✓ DAY 05

Delivering Legal Intelligence for the Deal

Communicating Transaction Intelligence

- ✓ Convert complex legal findings into concise and decision-relevant insights.
- ✓ Present risk significance, business implications, unresolved questions, and recommended actions.
- ✓ Adapt legal reporting to the information needs of transaction decision makers.

Reaching the Deal Recommendation

- ✓ Integrate legal exposures and available protections into an overall transaction perspective.
- ✓ Identify conditions and actions that should be completed before commitment or closing.
- ✓ Present a Legal Deal Intelligence Brief with a clear recommendation to proceed, renegotiate, protect, investigate further, or reconsider the transaction.

Legal Risk Intelligence for Corporate Deals

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 28, 2026	Jan. 1, 2027	5 days	4250.00 \$	UAE , Dubai
March 28, 2027	April 1, 2027	5 days	4250.00 \$	Qatar , Doha
July 4, 2027	July 8, 2027	5 days	4250.00 \$	Oman , Muscat
Oct. 4, 2027	Oct. 8, 2027	5 days	4950.00 \$	England , London

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