



LAW AND BUSINESS SERIES: Essential Legal Concepts for Commercial Transactions

Know Your Legal Rights In Commercial Transactions

This 1-day workshop addresses key legal concepts in commercial transactions. Legal knowledge is essential for those who wish to effectively navigate commercial transactions and ensure performance and delivery of contracts by the other party. Also in the event of a breach, the individual will be aware of his remedies and be able to enforce his rights effectively.

Training Objective

This workshop is structured around the typical stages of a commercial transaction process. By the end of the workshop, participants will be aware of contractual legal rights, obligations and remedies, identify key legal issues in various stages of a commercial transaction and be able to take appropriate steps to address these issues.

Who Would Benefit

This workshop is designed for mid-career professionals, experienced specialists and business owners who wish to be legally savvy in commercial transactions. Typically personnel include: General Managers, Operations Managers, Human Resource Managers, Operations Managers, IT Managers, Marketing and Sales Managers, and high performing executives from these functions. Business owners will also benefit from this workshop.

2nd March 2016 | 9am – 5pm

Metamorphic Training, 27th Floor, Axiata Tower, KL Sentral Kuala Lumpur

18th February 2016 | 9am – 5pm

Metamorphic Training, 1st Floor, Lane Building, 29 Kai Joo Lane, Kuching

RM1800 per day per participant

Early Bird Incentive: RM1600 (Prices excluding GST)

Please contact us directly for group registrations of 3 or more
HRDF SBL CLAIMABLE

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Rhoda Yap's professional career has spanned equally over the legal practice and in the business world. She started her legal career at Reddi & Co as a litigator and moved on to a commercial and corporate practice. After 7 years of legal practice, Rhoda obtained an MBA and joined McKinsey & Co in the USA as a management consultant. While in New York, she had spent time at JP Morgan's Investment Bank's Strategy and Planning Unit. Following McKinsey & Co, Rhoda returned to Malaysia to head BritishIndia as their CEO.

Rhoda holds an MBA, Cornell University; a LLB (Hons) from King's College London and a Postgraduate Diploma from the Inns of Court School of Law, London. She was also called to the Bar of England and Wales (Lincoln's Inn) and admitted to practice in Malaysia. She is also a certified trainer and was previously a graduate level teaching assistant at Cornell University.

She is now the Chief Trainer of Metamorphic Training.



COURSE OUTLINE

- Stages of a Commercial Transaction
- Essential Legal Concepts in Negotiation
 - Legal Entities
 - Subject Matter of Contract
 - Representation and Warranties
- Essential Legal Concepts in Drafting and Execution
 - Common Clauses
 - Payment Clauses
 - "Standard" Terms
- Common Legal Issues in Contracts Management
 - Variation Orders
 - Anticipatory Breaches
 - Importance of Documentation
- Common Legal Issues in Breach of Contract
 - Damages or Specific Performance
 - Court process and timelines
 - How to select a lawyer

Registration Form for Participants

Name : _____

Company : _____

Role in Company : _____

Years of Work Experience : _____

Email : _____

Phone : _____

Course Details

Course Title: Law and Business Series:
Essential Legal Concepts for
Commercial Transactions

Date : 2nd March 2016 / 18th February 2016*

Time : 9am - 5pm

Venue : Kuala Lumpur / Kuching*

**Delete Where Appropriate*

Fax completed form to +6082 480096 or email register16@metatraining.com

Booking terms and conditions

The course fee is RM1800 per participant per day inclusive of 2 coffee breaks and lunch.

Registration and Confirmation Policy

50% of the course fee as deposit is payable upon registration. We will then email you with the confirmation of availability. Should there be insufficient space, we will refund you the deposit paid.

The balance of 50% is payable no later than 1 week before the course date. In the absence of payment, it is deemed that you are no longer interested in attending the course, and you agree that MMT shall be entitled to forfeit the deposit paid as agreed liquidated damages.

Early Bird and Group Rates

Early Bird registration incentive course fees applies only if full fees are received by 16th February 2016 (KL Session) and 3rd February 2016 (Kuching Session).

For group registration of 3 or more, please contact us directly at register16@metatraining.com for group rates.

Substitution and Cancellation Policy

The Substitution and Cancellation Policy for this course reflects the nature of the course as well as the class size.

Provided the sum is paid in full, a company is entitled to substitute the participant with a participant of equivalent work experience and standing with no additional costs.

Cancellations made less than the 2 weeks before of the course date will be subjected to a forfeiture of the deposit.

Cancellations made less than 1 week prior the course date will not be eligible to any cash refund, and the course fee paid is agreed to be forfeited as agreed liquidated damages to MMT.

Payment

Please make cheques payable to Metamorphic Training Sdn Bhd or bank in to CIMB Bank Account Number 8602200470 with a copy bank in slip to finance@metatraining.com