



CONTRACTS MANAGEMENT | CON-014

Joint Venture and Partnership Agreements

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Course content

Why Attend

Joint ventures and partnerships allow organisations to share risk, combine capabilities and enter new markets. Their success depends heavily on well-structured agreements and governance.

This Aractech course covers JV structures, partner selection, key terms of JV and consortium agreements, governance and decision-making, contributions and profit sharing, deadlock and dispute resolution, exit and termination. Participants negotiate JV terms in a simulation.

Course Methodology

- Case studies
- Term sheet workshops
- Negotiation simulation
- Group discussions
- Reviews

Course Objectives

- Compare joint venture and partnership structures
- Select partners and assess compatibility
- Negotiate key terms of JV agreements
- Design governance and decision-making
- Address deadlock, disputes and exit
- Manage JVs throughout their life

Target Audience

- Business development professionals
- Commercial and contract managers

Course content

- Legal professionals
- Senior executives

Course outline

Detailed course outline

Day-by-day outline for Joint Venture and Partnership Agreements.

Day 1 - JV Fundamentals

- 09:00-09:45 | Reasons for JVs
- 09:45-10:30 | Structures
- 10:30-11:00 | Contractual and corporate JVs
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Contractual and corporate JVs (continued)
- 11:45-12:30 | Risks
- 12:30-14:00 | Exercise: Structure selection

Day 2 - Partner Selection

- 09:00-09:45 | Due diligence
- 09:45-10:30 | Compatibility
- 10:30-11:00 | Objectives
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Objectives (continued)
- 11:45-12:30 | Term sheets
- 12:30-14:00 | Workshop: Term sheet

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Day 3 - Key Terms

- 09:00-09:45 | Contributions
- 09:45-10:30 | Profit sharing
- 10:30-11:00 | Management
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Management (continued)
- 11:45-12:30 | Confidentiality
- 12:30-14:00 | Exercise: Clause review

Day 4 - Governance and Deadlock

- 09:00-09:45 | Boards and committees
- 09:45-10:30 | Reserved matters
- 10:30-11:00 | Deadlock mechanisms
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Deadlock mechanisms (continued)
- 11:45-12:30 | Disputes
- 12:30-14:00 | Simulation: JV negotiation

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Day 5 - Exit and Management

- 09:00-09:54 | Exit rights
- 09:54-10:48 | Termination
- 10:48-11:00 | Ongoing management
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Ongoing management (continued)
- 12:12-13:06 | Lessons learned
- 13:06-14:00 | Capstone: JV agreement outline

Seminar dates

Available seminar dates

Live dates and pricing for Joint Venture and Partnership Agreements generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	London	Classroom	€2,315
14 - 18 December 2026	Munich	Classroom	€3,225
18 - 22 January 2027	Dubai	Classroom	€1,845
15 - 19 February 2027	London	Classroom	€2,315
15 - 19 March 2027	Munich	Classroom	€3,225
19 - 23 April 2027	Kuala Lumpur	Classroom	€1,925
17 - 21 May 2027	Amsterdam	Classroom	€2,830
21 - 25 June 2027	London	Classroom	€2,315
19 - 23 July 2027	Munich	Classroom	€3,225
16 - 20 August 2027	Madrid	Classroom	€3,400

Seminar dates

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20 - 24 September 2027	London	Classroom	€2,315
18 - 22 October 2027	Munich	Classroom	€3,225
15 - 19 November 2027	Kuala lumpur	Classroom	€1,925
20 - 24 December 2027	Amsterdam	Classroom	€2,830
9 - 13 November 2026	Online / Live	Online / Live	€1,815
14 - 18 December 2026	Online / Live	Online / Live	€1,815
18 - 22 January 2027	Online / Live	Online / Live	€1,815
15 - 19 February 2027	Online / Live	Online / Live	€1,815
15 - 19 March 2027	Online / Live	Online / Live	€1,815
19 - 23 April 2027	Online / Live	Online / Live	€1,815

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21 - 25 June 2027	Online / Live	Online / Live	€1,815
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16 - 20 August 2027	Online / Live	Online / Live	€1,815
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