

# Preventing & Negotiating Shareholder & Partnership Disputes: An Integrated Approach

Friday, 13 January 2006, 3.00pm to 6.00pm

## Who Should Attend

Lawyers, corporate counsel,  
company directors,  
shareholders, investors,  
partners and anyone interested  
in better management of  
alliances, shareholder and  
partnership relationships.

## Workshop Objectives

A staggering 55% of alliances and 78% of mergers and acquisitions fall apart within three years of conception. How do you ensure you or your client are in the "winning" minority? Most alliances fail not because of poor drafting of contractual terms or because due diligence was performed with insufficient diligence, but rather because the alliance partners did not understand their own or their partners' true interests and expectations.

Whether you are a lawyer, corporate counsel, shareholder, company director or partner in a firm, this 2-part Workshop helps you understand why the art of the deal is more analogous to matchmaking than to the art of war.

### The Path of Prevention: Negotiating Alliances that Last

This Part focuses on the pre-contractual phase of alliance management.

We explore the weaknesses of a "rights-based" approach" to alliances, vs an integrated "Three "I"" approach: Identify - Inform - Include.

### The Road to Resolution: Negotiating Alliance Disputes

In this Part, we explore how to manage a troubled alliance, so that you not only resolve the dispute at hand and get back to the business of making money, but possibly create a firmer foundation for the alliance in the future. Dr. Billings-Yun will share her proprietary "GRASP Method" which is loosely based on the Harvard Negotiation Method but designed specifically for the Asian context.

## Programme Outline

- 2.30 - 3.00p.m.: Registration & Refreshments
- 3.00 - 4.15p.m.: Workshop (Part 1) - The Path of Prevention: Negotiating Alliances that Last
- 4.15 - 4.30p.m.: Networking Break
- 4.30 - 5.45p.m.: Workshop (Part 2) - The Road to Resolution: Negotiating Alliance Disputes
- 5.45 - 6.00 p.m.: Q&A

## About the Workshop Leader

**Dr. Melanie Billings-Yun (Ph.D Harvard, MSc London School of Economics)** is founder and senior partner at **Global Resolutions**, Singapore's first negotiation consulting firm, providing negotiation strategies, assistance and training as well as mediation and conflict resolution services to business, government and individual clients in the Asia-Pacific region. Formerly a lecturer and research director at Harvard's Kennedy School of Government, Dr. Billings-Yun has consulted on numerous multimillion dollar joint ventures between Asian and Western companies. Her list of over 50 corporate and government clients includes Unocal, 3M, ABB, P&G, L'Oreal, Samsung, Hyundai, the Law Society of Singapore, the Bank of Korea, the Korea High-Speed Rail Commission and the Insurance Association of Thailand. She has also advised the President and leading government officials in South Korea.

<b>Venue:</b> <b>The Law Society of Singapore</b> <b>Conference Room</b> 39 South Bridge Road Singapore 058673 (Registrations will begin at 2.30pm)	<b>Fee:</b> <b>S\$ 84.00</b> (Members of Law Society, SID and SCCA, and employees of law practices) <b>S\$ 105.00 (Others)</b> (includes 5% GST, materials & refreshments)
---	--

## REGISTRATION FORM

Name (Dr/Mr/Mrs/Miss/Mdm): \_\_\_\_\_

Name and Address of Law Firm/Law Corporation/Organisation: \_\_\_\_\_

Date of Admission: \_\_\_\_\_ Number of years in Practice: \_\_\_\_\_

AAS No: \_\_\_\_\_ NRIC/Passport No: \_\_\_\_\_  
 (Law Society Members) (Law Society Associate Members & Non Law Society Members)

Position in Law Firm/Law Corporation/Organisation: \_\_\_\_\_

Tel number: \_\_\_\_\_ Fax number: \_\_\_\_\_ Email: \_\_\_\_\_

**Mode of payment:** **GIRO DDA** ☐ (Only for law practices with GIRO accounts with the Law Society) **Cheque** ☐ **Credit Card** ☐

Credit card: Mastercard/Visa No. \_\_\_\_\_ Card Expiry Date: \_\_\_\_\_ (MM/YY)

Cardholder's Name: \_\_\_\_\_ Signature: \_\_\_\_\_

*Kindly note that an administration charge of 3% is applicable for payments made via credit card.*

**Law Society Member** ☐ **Employee of Singapore law practice** ☐ **SID Member** ☐ **SCCA Member** ☐ **Other** ☐

Cheque payments should be made payable to **"The Law Society of Singapore"** & arrive at our office with the completed registration form on or before the closing date, **Friday, 11 January 2006**:

The Training & CPD Department  
 The Law Society of Singapore  
 39 South Bridge Road (S) 058673

For further enquiries, please contact  
 The Training & CPD Department at  
 Tel: (65) 6557 2747 Fax: (65) 6557 2751  
 E-mail: [cpd@lawsoc.org.sg](mailto:cpd@lawsoc.org.sg)  
 CPD Portal: [www.lawsociety.org.sg/CPD](http://www.lawsociety.org.sg/CPD)  
 Website: [www.lawsociety.org.sg](http://www.lawsociety.org.sg)

## REGISTRATION, REFUND & CANCELLATION POLICY

1. Registrations will be confirmed upon receipt of full payment accompanied by a duly completed registration form.
2. The Organisers reserve the right to refuse to register or admit any participant, and to cancel or postpone the course.
3. Substitute delegates are welcomed, subject to the Law Society Training Department being notified at least 2 working days before the course of the details of the substitute delegate
4. The Organisers reserve the right to impose a cancellation fee in the event any registrant wishes to withdraw from the course after the registration closing date.
5. The Organisers will not entertain any request for a refund of fees made later than 24 hours before course commencement. However a confirmed registrant who has paid in full the course fees but does not turn up for the course will be entitled to collect a set of the materials provided.