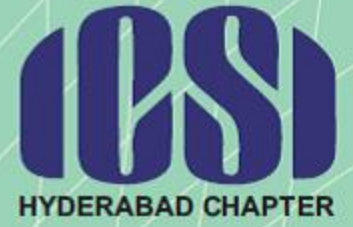




asci
Leadership through Learning



Program on

Business Collaborations - Strategic Alliances, Joint Ventures and Acquisitions

March 16–18, 2017



For
ICSI Members
Program Credit Hours
10 (Ten)

Venue:

Administrative Staff College of India

Bellavista, Raj Bhavan Road, Hyderabad

Program Overview

With the intensification of competition across industries, joint ventures and alliances have emerged as popular strategies for entry into new markets as well as growth in existing markets. Although joint ventures and alliances offer an opportunity to share the risks, costs and realize synergies, academic research shows that majority of joint ventures & strategic alliances do not survive for more than five years. It is therefore essential that the partners fully understand the complex business and financial considerations in setting up these ventures. Added to this, the legal requirements and taxation aspects need to be evaluated before structuring the contractual agreements so that the interests of all partners are fully protected.

This three day intense program is designed to provide a comprehensive coverage of the entire process of setting up joint ventures and alliances, right from the strategic planning and negotiating phase through to the drafting and implementation of the contracts. It will provide insights into developing legal structures that can result in optimization of the tax adjusted returns to the partners in the context of current regulatory environment. The pitfalls to be avoided and the possible areas of dispute that need to be understood by the partners, will also be demonstrated through real life case studies.

Program Objectives

1. To understand the strategic aspects of joint ventures and alliances
2. To develop insights into the legal, taxation and regulatory framework for structuring joint ventures

Program Content

- ◆ Business Strategies for setting up joint ventures and alliances
- ◆ Valuation and Financial Due Diligence

- ◆ Structuring Options in Joint Ventures and Alliances
- ◆ Approval and Drafting of Joint Venture agreements and legal due diligence
- ◆ Regulatory framework for JVs in India
- ◆ Direct and Indirect Taxation Aspects in Joint Ventures

Participants' Profile

- ◆ Directors, senior executives and experienced finance professionals involved in strategic planning
- ◆ Legal Professionals involved in advising on Joint Venture Agreements
- ◆ Banking Professionals

Pedagogy

The program will be conducted through interactive sessions, case studies and discussions that will demonstrate current practice, using practical examples of cases from a wide range of industries such as oil & gas, pharmaceutical, FMCG etc

Venue

The College offers air-conditioned single room accommodation.

Duration

The Program duration is from **March 16-18, 2017**. The participants are expected to arrive a day before the commencement and may leave after the conclusion of the program.

Program Fee

Rs. 34,000/- plus Service Tax @15% per participant will be charged for residential participants to cover tuition, accommodation, food, courseware (in electronic form) and other facilities of the College including Internet usage.

Rs.28,000/- plus Service Tax @ 15% for non residential participants will be charged to cover tuition, course ware (in electronic form), working lunch and other facilities of the College including internet usage.

BANK PARTICULARS

ASCI

Bank Name State Bank of Hyderabad
Address line 1 6-3-1092, 1st floor, A Block
Address line 2 Raj Bhavan Road Branch,
(Bellavista)
Address line 3 Hyderabad – 500 082
Beneficiary A/c Name Administrative Staff College of India
Bank Account Number 62090698675
Bank MICR No 500004008
NEFT IFSC Code SBHY0020063

ICSI

Cash Accepted at Hyderabad Chapter
Cheque/DD Favouring "Hyderabad Chapter of Company
Secretaries" payable at Hyderabad
Online Payment
Name of the Account Hyderabad Chapter of SIRC
of the ICSI
Name of the Bank & ICICI Bank
Branch Khairatabad, Hyderabad
Account No. 000801203504
IFSC Code ICIC0000008
MICR Code : 500229002

Upon making online payment, your requested to send an e-mail to hyderabad@icsi.edu immediately specifying the Name of the participant, Membership No. Bank name and Transaction reference number.

Organizational Sponsorship is essential.

Note: Details of Bank / Wire transfer may be sent to fo@asci.org.in for confirmation

Medical Insurance

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

Last Date for Nomination

Please use the prescribed/attached form. Last date is **March 11, 2017**. Kindly contact Programs Officer for further information (contact details are given at the end of the nomination form).

ASCI Alumni Association

Participants of the Program will become life members of ASCI Alumni Association.

Certificate Of Participation

ASCI & ICSI will issue a joint Certificate of Participation on conclusion of the Program.

ICSI - Programme Credit Hours

Members of the Institute attending the Program on all three days will be entitled to 10(Ten) Programme Credit Hours.

Program Directors

Prof. MUBEEN RAFAT

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CS R VENKATA RAMANA

E-mail: hyderabad@icsi.edu