

Course title	Strategic International Business Consulting (B)				
Teacher(s)	Jeff Leong, SAITO Akira			開講区分	単位数
				2nd semester	1.0
Numbering Code		Day・Period	Other	Timetable Slot Code	3J408

#### Lesson topic

This course is designed not only for future lawyers but also for the students who would like to be business persons, dealing with the strategy of using corporate law for expanding business to overseas countries. The lectures will be given by Mr. Jeff Leong, who has been working mainly in the field of M&S and other corporate related legal practices widely in Asia. He is also the former chairperson of Business Law Section of LAWASIA (The Law Society of Asia and the Pacific).

#### Lesson target

The contents not only cover the legal aspect but also commercial interest. Also the skills of negotiation and cross-cultural communication will be explained based on the practical experience.

#### Syllabus and plan

1. Value Creation by Business Transactions
2. Building Blocks of M&A: Legal Aspects 1
3. Building Blocks of M&A: Legal Aspects 2
4. Building Blocks of M&A: Commercial Interests 1
5. Building Blocks of M&A: Commercial Interests 2
6. Cross-Cultural Issues
7. Negotiation Skills
8. Drafting Legal Documents

#### Evaluation method

Students will be assessed as follows:

- 1) Regular Attendance and positive participation in the discussion - 50%
- 2) Short Report (about 2000 words) - 50%

#### Evaluation baseline

Assessment will be made according to the attainment of the Course objective indicated above.

#### Notice (include info. on related class)

The lecturer will be delivered this course from Malaysia via Zoom.

#### Review and preparation

N/A

#### Office hour・Contact information

To be announced in the first session

#### Message for student

#### Improvements in Teaching

N/A

#### Text

International Business Transactions, M&A, Cross-Cultural

#### Reference Material

To be announced in the first session

Classroom Language

English

Keywords