

## Due Diligences - Principles and Good Practices

### **General Objectives:**

The aim of this course is to equip participants with the skills, methods and tools to better position themselves in merger, acquisition, joint venture and project finance situations.

### **Specific Objectives:**

At the end of this course, participants will know how to:

- Apply general auditing procedures;
- Interpret the main clauses of commercial contracts;
- Safeguard the company's image, brand and know-how;
- Know the types of guarantees and the limits to confidentiality agreements;
- Analyze and construct a due diligence matrix.

### **Recipients:**

This course is aimed at professionals with due diligence responsibilities in merger, acquisition, joint venture and project finance situations, namely managers, directors, consultants, auditors, coordinators, etc.

### **Duration:**

24 Hours

### **Content Program:**

**Module I - Types of Procedures;**

**Module II - Decision to hire;**

**Module III - Risks to consider (objective risks and subjective risks);**

**Module IV - Assessing the capacity of the opposing party;**

**Module V - Due diligence;**

**Module VI - Preliminary Agreements;**

**Module VII - Confidentiality agreements;**

**Module VIII - Letters of Intent;**

**Module IX - Non-payment risk and protection against bad debts;**

**Module X - Liability for Contractual Damages;**

**Module XI - Quality of Documents and Support for Accounting Records;**

**Module XII - Application of General Audit Procedures;**

**Module XIII - Evaluation of the Accounting System in force and Internal Control;**

**Module XIV - Contract Analysis;**

**Module XV - The Applicable Regime;**

**Module XVI - Guarantees and Credit Securities in the security of commercial relations;**

**Module XVII - Autonomous Guarantees;**

**Module XVIII - Letters of Credit and Letters of Comfort;**

**Module XIX - Bills of Exchange and Checks;**

**Module XX - Q&A session.**