

# Falconbury Course Schedule 2012

■ Distance Learning    
 ■ HR & Management    
 ■ Business Law    
 ■ Contract Management

Date	Title	Duration	Fee (GBP)	Members Discount %	Discounted Fee (GBP)	www.
<b>February</b>						
7 Feb	Drafting Commercial Contracts (Combined 2-Day Course)	2 days	1,149	50%	574	<a href="#">CLICK!</a>
19 Feb	Drafting International Commercial Agreements in English - Dubai	3 Days	1,299	50%	649	<a href="#">CLICK!</a>
26 Feb	Commercial Contracts School for International Lawyers - Dubai	5 Days	2,499	30%	1749	<a href="#">CLICK!</a>
28 Feb	MOD Contracts: Successfully Tendering and Managing Contracts	2 days	999	50%	499	<a href="#">CLICK!</a>
<b>March</b>						
5 Mar	The 'Mini-MBA' for Pharma, Biotech & Life Sciences	5 Days	2,499	30%	1749	<a href="#">CLICK!</a>
6 Mar	Influencing & Personal Effectiveness Skills	4 Days	1,999	30%	1399	<a href="#">CLICK!</a>
8 Mar	Liabilities and Damages in International Commercial Agreements	2 Days	1,149	50%	574	<a href="#">CLICK!</a>
12 Mar	Business and Contract Law	2 Days	999	50%	499	<a href="#">CLICK!</a>
12 Mar	Drafting International Commercial Agreements in English - London	3 Days	1,299	50%	649	<a href="#">CLICK!</a>
14 Mar	Finance for the Non-Financial Manager	2 Days	899	50%	449	<a href="#">CLICK!</a>
15 Mar	Managing and Leading an Effective In-House Legal Department	2 days	1,149	50%	575	<a href="#">CLICK!</a>
20 Mar	Negotiating & Drafting IT Contracts	2 Days	1,149	50%	574	<a href="#">CLICK!</a>
21 Mar	Selecting and Managing Suppliers & Partners	2 Days	999	50%	499	<a href="#">CLICK!</a>
22 Mar	The Role and Skills of a Valuable HR Assistant	1 Day	549	50%	275	<a href="#">CLICK!</a>
26 Mar	Influencing, Persuading and Negotiating Skills for Lawyers	2 Days	999	50%	499	<a href="#">CLICK!</a>
28 Mar	Introduction to Management	2 Days	899	50%	449	<a href="#">CLICK!</a>
<b>April</b>						
18 Apr	Positive Persuading and Influencing Skills	2 Days	899	50%	449	<a href="#">CLICK!</a>
19 Apr	Understanding Reinsurance	2 Days	999	50%	499	<a href="#">CLICK!</a>
24 Apr	Project Management Skills for Everyone	2 Days	899	50%	449	<a href="#">CLICK!</a>
26 Apr	Advanced Reinsurance Contract Wordings	1 Day	699	50%	349	<a href="#">CLICK!</a>

Distance Learning
  HR & Management
  Business Law
  Contract Management

Date	Title	Duration	Fee (GBP)	Members Discount %	Discounted Fee (GBP)	www.
<b>May</b>						
02 May	Effectively Managing and Leading People	2 Days	899	50%	449	<a href="#">CLICK!</a>
15 May	The HR 'Executive Mini-MBA'	4 Days	2,299	30%	1609	<a href="#">CLICK!</a>
17 May	The Role and Responsibilities of the Company Secretary	2 Days	1,149	50%	575	<a href="#">CLICK!</a>
21 May	Reinsurance Contract Wordings and Disputes	2 Days	1,149	50%	575	<a href="#">CLICK!</a>
24 May	Effective Management of Legal Risk	2 Days	1,149	50%	575	<a href="#">CLICK!</a>
29 May	Corporate Acquisitions and Disposals	2 Days	1,149	50%	575	<a href="#">CLICK!</a>
<b>June</b>						
11 Jun	Drafting Commercial Contracts for the Pharmaceutical Industry	3 Days	1,499	50%	749	<a href="#">CLICK!</a>
12 Jun	Drafting Commercial Contracts (Combined 2-Day Course)	2 Days	1,149	50%	575	<a href="#">CLICK!</a>
13 Jun	Due Dilligence	2 Days	1,149	50%	575	<a href="#">CLICK!</a>
18 Jun	Developing High Performance Consulting & HR Business Partner Skills	2 Days	999	50%	499	<a href="#">CLICK!</a>
18 Jun	Understanding, Negotiating and Drafting Oil and Gas Industry Contracts	3 Days	1,499	50%	749	<a href="#">CLICK!</a>
19 Jun	Business and Contract Law	2 Days	999	50%	499	<a href="#">CLICK!</a>
21 Jun	Joint Ventures & Other Collaboration Agreements for the Oil & Gas Industry	2 Days	1,149	50%	574	<a href="#">CLICK!</a>
25 Jun	Effective Contract Management and Administration	2 Days	999	50%	499	<a href="#">CLICK!</a>
25 Jun	The Mini-MBA for the Oil & Gas Industry	5 Days	3,299	30%	2309	<a href="#">CLICK!</a>
<b>July</b>						
3 Jul	Influencing & Personal Effectiveness Skills	4 Days	1,999	30	1399	<a href="#">CLICK!</a>
9 Jul	Falconbury's Executive Mini-MBA	5 Days	3,299	30	2,309	<a href="#">CLICK!</a>
<b>August</b>						
20 Aug	Drafting International Commercial Agreements in English Summer School (Cambridge)	3 Days	1,749	30	1,225	<a href="#">CLICK!</a>
20 Aug	International Business Agreements Summer School (Cambridge)	5 Days	2,999	30	2,099	<a href="#">CLICK!</a>

Distance Learning
  HR & Management
  Business Law
  Contract Management

Date	Title	Duration	Fee (GBP)	Members Discount %	Discounted Fee (GBP)	www.
20 Aug	Managing and Leading an Effective In-House Legal Department Summer School (Cambridge)	5 Days	2,999	30	2,099	<a href="#">CLICK!</a>
22 Aug	International Intellectual Property Law Summer School (Cambridge)	3 Days	2,999	30	2,099	<a href="#">CLICK!</a>
<b>September</b>						
3 Sep	International Summer School Telecommunications Law & Regulation	4 Days	2,699	30	1,889	<a href="#">CLICK!</a>
10 Sep	Telecoms Mini-MBA (Provisional Date)	5 Days	tba	30	tba	<a href="#">CLICK!</a>
18 Sep	Business and Contract Law	2 Days	999	50	499	<a href="#">CLICK!</a>
24 Sep	Liabilities and Damages in International Commercial Agreements	2 Days	1,149	50	574	<a href="#">CLICK!</a>
24 Sep	MOD Contracts: Successfully Tendering and Managing Contracts	2 days	999	50	499	<a href="#">CLICK!</a>
27 Sep	Advanced Reinsurance Contract Wordings	1 Day	699	50	349	<a href="#">CLICK!</a>
30 Sep	Commercial Contracts School for International Lawyers (Provisional Date)	5 Days	2,499	30	1,749	<a href="#">CLICK!</a>
<b>October</b>						
2 Oct	Fulfilling Your Company Secretarial Role and Duties (Provisional Date)	2 Days	1,149	50	575	<a href="#">CLICK!</a>
7 Oct	Drafting International Commercial Agreements in English - Dubai	3 Days	1,299	50	649	<a href="#">CLICK!</a>
8 Oct	The 'Mini-MBA' for Pharma, Biotech & Life Sciences	5 Days	2,499	30	1749	<a href="#">CLICK!</a>
9 Oct	Selecting and Managing Suppliers & Partners	2 Days	999	50	499	<a href="#">CLICK!</a>
10 Oct	Positive Persuading and Influencing Skills	2 Days	899	50	449	<a href="#">CLICK!</a>
11 Oct	The Role and Skills of a Valuable HR Assistant	1 Day	549	50	275	<a href="#">CLICK!</a>
15 Oct	Managing and Leading an Effective In-House Legal Department	2 days	1,149	50	575	<a href="#">CLICK!</a>
17 Oct	Drafting Commercial Contracts	2 Days	1,149	50	574	<a href="#">CLICK!</a>
17 Oct	Finance for the Non-Financial Manager	2 Days	899	50	449	<a href="#">CLICK!</a>
18 Oct	Understanding the Reinsurance Industry	2 Days	1,149	50	574	<a href="#">CLICK!</a>
24 Oct	Corporate Acquisitions and Disposals (Provisional Date)	2 Days	1,149	50	575	<a href="#">CLICK!</a>
24 Oct	Introduction to Management	2 Days	899	50	449	<a href="#">CLICK!</a>

■ Distance Learning    
 ■ HR & Management    
 ■ Business Law    
 ■ Contract Management

Date	Title	Duration	Fee (GBP)	Members Discount %	Discounted Fee (GBP)	www.
29 Oct	Negotiating & Drafting IT Contracts	2 Days	1,149	50	574	<a href="#">CLICK!</a>
<b>November</b>						
5 Nov	Effective Management of Legal Risk	2 Days	1,149	50	574	<a href="#">CLICK!</a>
6 Nov	Effectively Managing and Leading People	2 Days	899	50	449	<a href="#">CLICK!</a>
6 Nov	The HR 'Executive Mini-MBA'	4 Days	2,299	30	1,609	<a href="#">CLICK!</a>
8 Nov	Reinsurance Contract Wordings and Disputes	2 Days	1,149	50	574	<a href="#">CLICK!</a>
12 Nov	Drafting Commercial Contracts for the Pharmaceutical Industry (Provisional Date)	3 Days	1,499	50	749	<a href="#">CLICK!</a>
13 Nov	Influencing & Personal Effectiveness Skills	4 Days	1,999	30	1,399	<a href="#">CLICK!</a>
13 Nov	Project Management Skills for Everyone	2 Days	899	50	449	<a href="#">CLICK!</a>
15 Nov	Due Dilligence (Provisional Date)	2 Days	1,149	50	575	<a href="#">CLICK!</a>
19 Nov	Drafting International Commercial Agreements in English - London	3 Days	1,299	50	649	<a href="#">CLICK!</a>
26 Nov	Understanding, Negotiating and Drafting Oil and Gas Industry Contracts (Provisional Date)	3 Days	1,499	50	749	<a href="#">CLICK!</a>
29 Nov	Joint Ventures & Other Collaboration Agreements for the Oil & Gas Industry (Provisional Date)	2 Days	1,149	50	574	<a href="#">CLICK!</a>
<b>December</b>						
3 Dec	Business and Contract Law	2 Days	999	50	499	<a href="#">CLICK!</a>
3 Dec	Falconbury's Executive Mini-MBA	5 Days	3,299	30	2,309	<a href="#">CLICK!</a>
3 Dec	Mini-MBA for In-House Lawyers (Provisional Date)	5 Days	tba	30	tba	<a href="#">CLICK!</a>
3 Dec	The Mini-MBA for the Oil & Gas Industry	5 Days	3,299	30	2,309	<a href="#">CLICK!</a>
5 Dec	Effective Contract Management and Administration	2 Days	999	50	499	<a href="#">CLICK!</a>
5 Dec	International Intellectual Property Law (Provisional Date)	3 days	tba	50	tba	<a href="#">CLICK!</a>