

Franchise Agreements and Distribution Law

Legal Training

Course Overview

Franchise Agreements and Distribution Law: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Franchise Agreements and Distribution Law
- Apply practical tools and techniques for Franchise Agreements and Distribution Law in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Franchise Agreements and Distribution Law in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Contracts and procurement professionals, legal advisors, compliance officers and managers who negotiate or administer agreements.

Course Outline

1. Foundations of Franchise Agreements and Distribution Law: principles, terminology and context
2. The business case: why Franchise Agreements and Distribution Law matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
21 to 25 Sep 2026	Nairobi	\$1,395
5 to 9 Oct 2026	Kampala	\$1,450
19 to 23 Oct 2026	Johannesburg	\$1,550
26 to 30 Oct 2026	Durban	\$1,650
9 to 13 Nov 2026	Accra	\$1,550
23 to 27 Nov 2026	Online	\$700
7 to 11 Dec 2026	Lagos	\$1,550

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.