

Sale of Business and Asset Acquisition Agreements

Contracts Management

Course Overview

Sale of Business and Asset Acquisition Agreements: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

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

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Sale of Business and Asset Acquisition Agreements: principles, terminology and context
2. The business case: why Sale of Business and Asset Acquisition Agreements 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	Kigali	\$1,550
5 to 9 Oct 2026	Online	\$750
26 to 30 Oct 2026	Cape Town	\$1,550
9 to 13 Nov 2026	Lusaka	\$1,650
23 to 27 Nov 2026	Maputo	\$1,450

7 to 11 Dec 2026

Johannesburg

\$1,450

LTC Consultants

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