



MOU Drafting and Negotiating Training

May 26-27, 2016

Thursday - May 26, 2016

8:30 am – 9:00 am

Registration

9:00 am – 9:30 am

Opening Remarks

Brief Introduction to Bahar & Partners Law Firm

Overview of Bahar and Partners 5 expertise areas and how all areas are sharpened by comprehensive legal drafting (legal opinion, report, MoU, and many more)

9:30 am – 10:45 am

Session 1: Introduction to trade negotiations and MoU

- Trade negotiations definition and its importance for business, especially international trade;
- MoU definition and its importance for business, especially international trade;
- 3 types of trade;
 - Government to Government
 - Government to Private Sector
 - Domestic Private Sector to Foreign Private Sector

10:45 am – 11:00 am

Tea/Coffee Break

11:00 am – 12:30 pm

Session 2: MoU examples and its applicability

- Providing MoU examples and defining its applicability based on its contents

12:30 pm – 13:30 pm

Lunch Break

13:30 pm – 15:00 pm

Session 3: MoU negotiations

- **Understanding the concepts in negotiating an MoU between:**
 - Government to Government
 - Government to Private Sector
 - Domestic Private Sector to Foreign Private Sector

15:00 pm – 15:15 pm

Tea/Coffee Break

15:15 pm – 17:00 pm

Session 4: MoU Drafting and follow-up

- **Understanding the concepts in drafting an MoU between:**
 - Government to Government
 - Government to Private Sector
 - Domestic Private Sector to Foreign Private Sector
- **Identifying ways for follow-up steps on the MoU to realize the results**



Canada-Indonesia Trade and Private Sector Assistance Project (TPSA)

Friday - May 27, 2016

8:30 am – 9:00 am Registration

9:00 am – 10:30 am Session 1: Case Study

- Refreshing Day 1's materials;
- Dividing the participants into several groups of foreign and domestic governments and private sector;
- Providing a case study for the groups to analyze based on their roles

10:30 am – 10:45 am Tea/Coffee Break

10:45 am – 11:30 pm Session 2: Group Discussion

- Negotiating between Indonesian private sector and foreign private sector

11:30 pm – 13:30 pm Lunch Break

13:30 pm – 15:00 pm Session 3: Group Discussions 2

- Negotiating between Indonesian private sector and Indonesian Ministry of Trade;
- Final negotiation and MoU drafting between Indonesian private sector and foreign private sector;
- Follow-up steps on the agreed MoUs to realize the results

15:00 pm – 15:15 pm Tea/Coffee Break

15:15 pm – 17:00 pm Session 4: Summary and closing remarks

- **Summary of the case study that include further explanations;**
- **Questions and answers;**
- **Closing remarks**