

**TANGANYIKA LAW SOCIETY CLE CALENDAR FOR 2011 (MARCH TO AUGUST)**

<b>NO.</b>	<b>DATE</b>	<b>CLE TOPIC</b>	<b>COURSE DESCRIPTION</b>	<b>LOCATION</b>	<b>FEES</b>	<b>CLE POINTS</b>
1.	18 <sup>th</sup> March	Developing & Strengthening Viable Solo Practices	<p>Most lawyers in Tanzania are solo practitioners. There are a myriad of challenges facing such practises. However, as businesses, these solo practises should ascribe to certain principles and best practises to ensure their viability.</p> <p>This course will cover these principles and practices.</p>	Tabora	50,000	2
2.	8 <sup>th</sup> April	Handling Clients & Ethical Issues	<p>Ethical (or unethical) activities can destroy or uphold a legal practise. Of course, unethical activities can lead to disciplinary action and disbarment.</p> <p>Such activities may involve money, issues of client confidentiality, the proper handling of documents, conflicts of interest, etc.</p> <p>This course will explore the issue of ethics in legal practice.</p>	Mbeya	50,000	2
3.	29 <sup>th</sup> April	Merger of Law Firms: The Process of Merging Practices.	<p>Mergers are a special breed of contract, human resources, psychology and negotiating skills. As firms seek to grow and expand in order to attract corporate and transactional work, these will be in</p>	Dar es Salaam	50,000	2

			<p>high demand.</p> <p>Participants will be asked to address these issues during the course.</p>			
4.	May,2011 ( Dates to be confirmed)	Common Market Protocol and the Developments towards Harmonizing Cross Border Legal practice in East Africa	<i>Two days Seminar to be co-hosted with the East Africa Law Society – course description to follow.</i>	Dar es Salaam	100,000	4
5.	27 <sup>th</sup> May	The Use of Case Expediting Applications (interrogatories/admission of facts/etc)	<p>Preliminary applications such as interrogatories assist in the shortening of cases and issues before the court. Skilful application of these will assist in getting to the core of the dispute and avoid unnecessary time-wasting and provide clarity to the court.</p> <p>Participants will learn the art of litigation to make them more effective litigators.</p>	Mwanza	50,000	2
6.	10 <sup>th</sup> June	Developing Viable Partnerships	<p>From solo practice to a firm brings new transition problems and skills including human relations, accounts, partner liability etc. The mishandling of such issues may bring down an otherwise lucrative practice.</p> <p>How to negotiate partnership</p>	Dodoma	50,000	2

			agreements, structure and management issues as well as use of other professionals shall form the main thread of this course.			
7.	24 <sup>th</sup> June	Enforcing Judgments and Arbitral awards	<p>Due to globalization, lawyers are increasingly being faced with clients seeking enforcement of foreign judgments</p> <p>There are specific steps and procedures and possible challenges.</p> <p>This course will cover such issues to equip participants with the needed knowledge and skills.</p>	Arusha	50,000	2
8.	8 <sup>th</sup> July	Developing & Strengthening Viable Solo Practices	<p>Most lawyers in Tanzania are solo practitioners. There are a myriad of challenges facing such practises. However, as businesses, these solo practises should ascribe to certain principles and best practises to ensure their viability.</p> <p>This course will cover these principles and practices.</p>	Tanga	50,000	2
9.	22 <sup>nd</sup> July	Preparing Submissions and Skeleton Arguments	<p>The preparation of such documents assists legal counsel to be able to effectively conduct their cases, as well create a good impression on the Court.</p> <p>Such preparation requires research, language and drafting</p>	Moshi	50,000	2

			<p>skills as well as a good understanding of the case.</p> <p>Course participants will enjoy learning these skills.</p>			
10	5 <sup>th</sup> August	The Role of Lawyers in the Procurement Process in Tanzania	<p>With the operationalisation of the Public Procurement Act, its regulations and the dispute resolution mechanism, this is clearly a new market opportunity for lawyers.</p> <p>The one million dollar question is, are lawyers even aware of these opportunities?</p> <p>This course will introduce lawyers to the Public Procurement Act and will highlight the potential areas for a lucrative business practice.</p>	Dar es Salaam	50,000	2