

Nordic Chamber of Commerce has the pleasure of inviting you and your colleagues to the

*Business breakfast  
Tuesday, 05 October 2009, 9:30 am  
The Regent Esplanade Zagreb*

**C/M/S/ Zagreb**

**Legal protection of your business– where is a thin line between withdrawal and commitment during the course of negotiation?**

*When to withdraw without paying penalties or how to know when a commitment of the second party starts to be effective?*

Corporate negotiation is a process involving dealings among persons or companies, which are intended to result in an agreement, and commitment to a course of action. One of the vital components of negotiation success should be the knowledge of legal negotiation tools. Regrettably, this dimension of negotiations has seen very attention today.

**The law firm CMS Zagreb, a branch office of CMS Reich-Rohrwig Hainz, would like to present you the best practice of the legal negotiation hints and tips:**

How to negotiate without having a serious intention for concluding a convention?

How to withdraw from concluding a convention without giving explanation and in short notice – is it possible without being legally obliged?

Pitfalls when creating a letter of intention (HOT, MOU, LI) – how to instruct lawyers so that they know what are key elements that should be in a special focus?

Precontract – when it is necessary to have one and what is the purpose of it?

Mischief for companies and liability of directors – what is a mischief for companies and liability of directors during interception of negotiation?

Interception of negotiation – is it a fraud in each case?

E-mail and verbal communication – may a liability be assumed in such manners?

Other forms of written communication during negotiation – how they can be helpful when assuming liability or intercepting negotiation?

CMS is an organisation with more than 2,400 lawyers and tax specialists. We are working for our clients across Europe and beyond out of 53 offices located in 28 jurisdictions, advising mostly international companies from a wide variety of industries. A particular regional strength of CMS is the region of Southeast Europe.

*“The team ‘puts the client and its needs in the forefront and posses a body of knowledge that can be hardly matched in the market’*

**Legal500**

**Registration:** *To register please contact us at [office@nordicchamber.hr](mailto:office@nordicchamber.hr) or 01/5393 751. Payment must be made prior to the event, at the latest by 4 October 2010 and a copy of payment faxed at 01/5393 754.*

**Fee:** Nordic Chamber members: no fee  
Non-members: 165 HRK

Breakfast buffet will be served.