

University of  
Hertfordshire



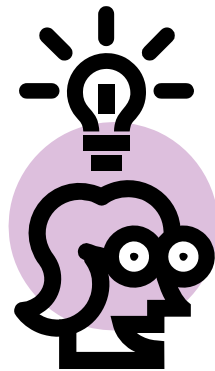
Learning from Experience – some legal case studies and guidance on forming and managing partnerships

CVU Seminar - 16 February 2011

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Learning from Experience – some legal case studies and guidance on forming and managing partnerships, i.e.

*“Kathleen’s Top Ten Tips, 2011”*



## *“Kathleen’s Top Ten Tips, 2011”*

1. Due diligence is NOT one size fits all – adapt and update the questions asked to suit the context
2. Business Plan – be realistic
3. Timing of the contract – get the contract signed at the right time

*Case study “Horizon”*

## “Kathleen’s Top Ten Tips, 2011”

4. Fit for purpose documentation – *recycling might turn you green*
5. It’s the little things that count – *e.g. tax, licences, staff permits*
6. Marketing material – *what’s the message?*
7. Monitor recruitment levels – *and take action sooner than later*

*Case study*

## *“Kathleen’s Top Ten Tips, 2011”*

8. Beware the “serial” temptation
9. The contract as a living document –  
update regularly

*“Kathleen’s Top Ten Tips, 2011”*

10. You are not alone – seek advice

“We’re All In the Same Boat”

