

Guidance Note	Forms and Precedents	Checklists	Other Resources
1. LEGAL RESOURCE MANAGEMENT FOR IN-HOUSE LAWYERS			
1.1 Managing your external legal service providers			
1.1.1 Exploring remuneration options		Procuring legal services	
1.1.2 Establishing relationships with external providers		Procuring legal services	
1.1.3 Agreeing mandates with external providers		Key information for external lawyers	
1.1.4 Relationship management with a law firm regularly used			
1.1.5 Selecting law firms in other jurisdictions			
1.1.6 Defining the legal services required			
1.1.7 Selecting potential sources of legal services—law firms and beyond			
1.1.8 Innovative ways of working with law firms			
1.1.9 Selecting law firms in your prime jurisdiction			
1.1.10 Why set up a panel		Common communication mistakes in setting up a panel	
1.1.11 Getting started and key milestones when setting up a panel		Tips to complete an invitation to tender	Invitation to tender process
		Tips to conduct the interview process	
1.1.12 Building a long list when setting up a panel			
1.1.13 Building a short list when setting up a panel			
1.1.14 Alternatives to panels			
1.1.15 Valuing law firm value-adds			
1.1.16 Evaluating law firm performance			
1.1.17 Metrics for law firm performance			
1.1.18 Managing external legal spend			

Guidance Note	Forms and Precedents	Checklists	Other Resources
2. BUILDING AND RUNNING A TEAM			
2.1 Team management			
2.1.1 The personal development of in-house lawyers—maximising the return on investment		First 90 days as a team leader	
		Personal development opportunities	
2.1.2 Unlocking your emotional intelligence—how working better with others helps to put you ahead		Personal development opportunities	
2.1.3 Measuring the in-house legal team		Tips for building trust in a team	
		Tips for managing conflict in a team	
2.1.4 Ten tips on aligning team performance to business strategy		How to manage under performance in your team	
		Tips for building trust in a team	
		Tips for managing conflict in a team	
2.1.5 Building business leaders		Recruitment interview questions covering strategy delivery, performance through people and partnership building	
2.1.6 First 100 days as an in-house lawyer		Three key challenges in first 100 days as in-house lawyer	
2.1.7 Using personality profiling to unlock the secrets of personal effectiveness			
2.1.8 Centralised vs decentralised			
2.1.9 Information technology			
2.1.10 Centralised and distributed legal teams			
2.1.11 Collaborating with legal colleagues to achieve quality and consistency		Challenges experienced by general counsel	
2.1.12 Fostering relationships with remote functional reports		First 90 days as a team leader	

Guidance Note	Forms and Precedents	Checklists	Other Resources
2.1.13 Recruiting and integrating new team members		Recruitment interview questions covering strategy delivery, performance through people and partnership building	
		Recruitment interview questions covering influencing skills, information sharing, leadership and growth	
2.1.14 Boosting quality, productivity and transparency within the legal team			
2.1.15 Establishing processes for direct access by business people			
2.1.16 Getting buy-in for coherent use of the legal team			
2.1.17 Participating in or leading projects			
2.1.18 Planning succession			
2.1.19 Working well with other functions on regulatory compliance			
2.1.20 Are we valuable			
2.1.21 An activity analysis case study			
2.1.22 Recruitment planning		Recruitment interview questions covering influencing skills, information sharing, leadership and growth	
		Recruitment interview questions covering strategy delivery, performance through people and partnership building	
2.1.23 Should we provide training contracts in-house			
2.1.24 Developing talent using competency models			
2.1.25 Holding meetings the team wants to be at			

Guidance Note	Forms and Precedents	Checklists	Other Resources
2.1.26 Supporting legal colleagues and sharing know how			
2.1.27 Conducting service reviews			
2.1.28 Appraising and coaching members of the team		First 90 days as a team leader	
2.1.29 Measuring and reporting performance of the legal team			
2.1.30 Planning and allocating in-house legal resource			
2.1.31 Direct reports one on one agenda			
2.1.32 HR function relationship management			
2.1.33 Team relationship management			
2.1.34 Stakeholder mapping			
2.1.35 Developing business credibility			
2.1.36 Developing your commercial awareness/business acumen			
2.1.37 Advertising and other recruitment methods			
2.2 Team structure			
2.2.1 Team development and delegation			
2.2.2 Advising managers and management of underperformers			
2.2.3 Distant subsidiary relationship management			
2.2.4 In-house lawyers: appraising and coaching members of the team			
2.2.5 Motivating and managing (remote) 'direct' reports			
2.2.6 Putting in place secondments which benefit all involved			

Guidance Note	Forms and Precedents	Checklists	Other Resources
2.2.7 Direct reports one-on-one agenda			
2.2.8 Interviewing for competencies			Common behavioural interview questions
			Interview questionnaire and record
2.2.9 Job description for chief operating officer			
2.2.10 Job description knowledge management manager			
2.2.11 Mentoring for in-house lawyers			
2.3 In-house trainees			
2.3.1 Should we provide training contracts in-house			
2.3.2 In-house lawyers: risk management: taking on a trainee	In-house internal risk report form	Recruitment best practice	Recruitment process flowcart
	Letter- trainee solicitor offer letter		
	Policy - criminal records and DBS checks		
	Recognised training contract - trainee solicitor		
	Trainee solicitor induction plan		
	Trainee solicitor supervisors [monthly] review		
2.3.3 Best practice guide for in-house training contracts			Best practice guide
2.3.4 Supervision of trainees	Trainee solicitor induction plan		
	Trainee solicitor supervisors monthly review		
2.4 Recruitment and retention			
2.4.1 In-house lawyers—How to find and keep the best people			
2.4.2 In-house lawyers—Who are you looking to recruit	Job description and personal specification		
2.4.3 In-house lawyers—tools for selection			

Guidance Note	Forms and Precedents	Checklists	Other Resources
2.4.4 In-house lawyers—conducting a selection interview	In house lawyers interview questionnaire and record		
	Common behavioural interview questions		
2.4.5 In-house lawyers—offer and induction	Employee offer letter		
	In-house lawyers sample induction programme		
2.4.6 Selection: shortlisting, interviewing and decision-making			
2.4.7 Pre-employment checks			
2.4.8 In-house lawyers—Common behavioural interview questions			
2.4.9 Offer of employment			
2.4.10 Job description and person specification			
2.4.11 References			
2.4.12 Illegal workers—civil and criminal sanctions			
2.4.13 Medical reports			
2.4.14 Continuity of employment			
2.4.15 Written statement of particulars			
2.4.16 Contractual notice			
2.4.17 Wrongful dismissal heads of claim			
2.4.18 Types of contractual term			
2.4.19 Employee handbooks			
2.4.20 Collective agreements			
2.4.21 Policy documents			
2.4.22 Representations, warranties and misrepresentations			
2.4.23 Employment events which give rise to prohibited conduct claims			

Guidance Note	Forms and Precedents	Checklists	Other Resources
2.4.24 Right to work checks lists A and B			
2.4.25 Right to work checks: how to conduct the check			
2.4.26 Right to work checks: when and why			
2.5 Appraisals			
2.5.1 In-house lawyers—Good practice in personal development and appraisal			
2.5.2 In-house lawyers—Conducting an appraisal meeting			
2.5.3 In-house lawyers—Drafting an appraisal form			
2.5.4 In-house lawyers—Delivering appraisal training			
2.5.5 Conducting informal performance management meetings—law firms			
2.5.6 Working with underperformers—law firms			
2.6 Team meetings			
2.6.1 Creating a productive environment at team meetings			
2.6.2 Holding meetings the team want to be at			
3. CREATING VALUE FOR THE ORGANISATION			
3.1 Adding value			
3.1.1 A 12-month plan to revitalise a legal department			
3.1.2 Getting the team engaged and aligned with business priorities			
3.1.3 Supporting legal colleagues and sharing know how			
3.1.4 Personal development for in-house lawyers—building business leaders			

Guidance Note	Forms and Precedents	Checklists	Other Resources
3.1.5 Raising the profile of your in-house team—top tips			
3.1.6 Raising the profile of your in-house team—team brand workshop template			
3.1.7 Developing your commercial awareness or business acumen			
3.1.8 Communicating with others	Negotiation preparation tool		Negotiation tactics cheatsheet
3.2 Efficiency tools			
3.2.1 Developing an example performance indicator			
3.2.2 Quality management and standards			

4. ALIGNING THE LEGAL TEAM TO THE ORGANISATION

4.1 Strategy and alignment

4.1.1 The need for a strategic approach			
4.1.2 Aligning the legal team to the business			
4.1.3 Responding to change aligning the legal team with the business			
4.1.4 Divisional management relationship			

5. SOURCING LEGAL SERVICES

5.1 Services required

5.1.1 Writing a business case			
5.1.2 Understanding internal business cases			

5.2 Privilege and confidentiality

5.2.1 Privilege general principles			
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5.3 Suppliers

5.3.1 The new panel army			
5.3.2 A-Z of alternative legal service providers			
5.3.3 Fostering chemistry between business people and external providers			

Guidance Note	Forms and Precedents	Checklists	Other Resources
6. WORKING WITH LAW FIRMS			
6.1 Working relations			
6.1.1 Relationship with a law firm infrequently used			
6.1.2. Working with senior managers to identify legal risks and put in place processes to manage them			

Guidance Note	Forms and Precedents	Checklists	Other Resources
7. BUSINESS SKILLS			
7.1 Finance and accounting			
7.1.1 Financial glossary			
7.1.2 Introduction to finance and financial accounting statements			
7.1.3 Assessing financial health and how the markets will view performance		Key financial questions you should know the answer to	
7.1.4 Management of working capital and decision-making using financial information			
7.1.5 Budgets			
7.2 Leadership			
7.2.1 Different approaches to leadership			
7.2.2 Leader as a business partner, source of inspiration and team leader			
7.2.3 Power, politics and change			
7.2.4 Learning to be a leader		Leadership evaluation checklist	
7.2.5 Gaining influence within your organisation			
7.3 Managing change and collaboration			
7.3.1 Tips for managing change		Tips for managing change	
7.3.2 Global collaboration	Global collaboration template	Useful tips for working in multilingual teams	
		Global collaboration checklist	
7.3.3 Managing personal responses to change			

Guidance Note	Forms and Precedents	Checklists	Other Resources
7.4 Marketing and communication			
7.4.1 Working with marketing teams		List of company policies	
7.4.2 Communications in a crisis			
7.4.3 Influencing skills			
7.4.4 The value we add			
7.4.5 Writing effective messages		Designing effective messages for internal communication	
7.4.6 Formulating a communications plan	Internal communications plan template		Internal communications planning process
	Internal communications briefing template		
7.4.7 Communicating persuasively			
7.4.8 Critical thinking and problem solving		Continuous improvement for in-house lawyers	
7.4.9 Presenting with confidence			
7.4.10 Standing your ground			
7.4.11 The structure of a negotiation			Negotiation preparation tool
7.4.12 The human side of negotiation			Negotiation tactics cheatsheet
7.5 Operational management			
7.5.1 Key features of operations		List of company policies	
7.5.2 Process management and value chain	Business continuity plan		
	Business continuity plan priority list of functions and detailed risk assessment		
	Essential contact details template		
7.5.3 Measurement and improvement			
7.5.4 Operational success and customer focus			
7.5.5 Key issues to encourage operational efficiency			
7.5.6 Being accountable for your time			

Guidance Note	Forms and Precedents	Checklists	Other Resources
7.6 Project management			
7.6.1 Introduction to project management			
7.6.2 Key parameters		Checklist for project success	
7.6.3 Key players		Checklist for role of project manager	
7.6.4 Project lifecycle			Key phases to project management
7.6.5 New approaches to project management			
7.6.6 A suggested approach to project management			
7.6.7 Ongoing management of the project plan			
7.6.8 Project set up			
7.7 Strategic management			
7.7.1 Introduction and strategy development process		Understanding your company's strategy checklist	
		Six basic strategic elements	
7.7.2 How the external environment affects strategy		Five Forces Model	PESTEL Model
7.7.3 What makes your company successful			
7.7.4 Is your legal team adopting a strategic approach		Strategic resourcing checklist	
		Strategic alignment of the in-house team	
7.7.5 Performance management			
7.7.6 Building relationships with business colleagues or clients			
7.7.7 Building relationships with business people to whom in-house teams report			
7.7.8 Developing programmes to raise legal awareness		List of company policies	
7.8 Business units and relationships			
7.8.1 Introduction to the Human Resources department			Subject access request flowchart

Guidance Note	Forms and Precedents	Checklists	Other Resources
7.8.2 Introduction to product development			
7.8.3 Introduction to the sales and commercial department		Dealing on others standard terms	
7.8.4 Introduction to marketing and communications		In house lawyers publicity checklist	
7.8.5 Introduction to IT and procurement	Invitation to tender	Request for information checklist	
7.8.6 Understanding your organisation's culture			
7.8.7 Introduction to your finance department			
7.8.8 Finance function relationship			
7.8.9 General requirements for discipline and grievance procedures	Written statement of particulars agreement	Written statement checklist	
	Code of conduct and disciplinary procedures		
	Code of conduct short form		
	Grievance procedure long form		
	Grievance procedure short form		

8. LEGAL RISK MANAGEMENT AND CORPORATE GOVERNANCE

8.1 Risk management guides

8.1.1 In-house lawyers: Risk management: health and safety			
8.1.2 In-house lawyers: Risk management: data protection	Social media policy	Types of personal information and processing	
	Social media policy		
	Letter confirming receipt of a request for information		
	Internal risk report form		
	Appointment of PAIA officer letter		
8.1.3 In house lawyers: Risk management online presence	Internal risk report form		
	Social media policy		

Guidance Note	Forms and Precedents	Checklists	Other Resources
8.1.4 In-house lawyers: Risk management: confidentiality			
8.1.5 In house lawyers: Risk management bribery and corruption	Risk assessment for bribery and corruption		
	Internal risk report form		
	Example of simplified gifts and benefits policy		
	Framework for whistle blowing policy		
8.1.6 In-house lawyers: Risk management: social media			
8.1.7 In house lawyers: Risk management corporate governance	Internal risk report form		
	Framework for whistle blowing policy		
8.1.8 In-house lawyers: Risk management: consumer protection review			Consumer contracts
8.1.9 In-house lawyers: risk management: Advertising law compliance			
8.1.10 In-house lawyers: risk management: environmental risks	Internal risk report form		
8.1.11 In-house lawyers: risk management: business interruption and crisis management	Internal risk report form		
	Policy - emergency procedures		
	Information security policy		
	Homeworking policy		
	Flexible working policy		
	Sickness and attendance policy and procedure		
	Force majeure event definition		
8.1.12 In-house lawyers: risk management: consumer credit	Internal risk report form	Preparing a regulatory business plan checklist	

Guidance Note	Forms and Precedents	Checklists	Other Resources
8.1.13 In-house lawyers: risk management: employment law review	Internal risk report form	In house lawyers employment contract checklist	
	Employment contract		
	Harassment and bullying policy		
	Policy equality		
	Code of conduct and disciplinary procedure		
	Grievance procedure		
	Advising managers on disciplinary investigations		
8.1.14 In-house lawyers—risk management—financial services			Regulatory structure
8.1.15 In-house lawyers—risk management—international exposure	Internal risk report form		
8.1.16 In-house lawyers—risk management—key asset review	Internal risk report form	Environmental issues checklist	
8.1.17 In-house lawyers: risk management: key contracts	Internal risk report form		
8.1.18 In-house lawyers: risk management: key stakeholders	Internal risk report form	Risk of insolvency checklist	
8.1.19 In-house lawyers: risk management: law firm review	Internal risk report form	Buying legal services in modern times	
		The invitation to tender	
8.1.20 In-house lawyers: the importance of legal risk audit	Internal risk report form	List of company policies	
8.1.21 In-house lawyers: risk management: privilege	Internal risk report form		
8.1.22 In-house lawyers—risk management—standard terms and conditions	Limitation of liability clause	Dealing on others standard terms	
	Sale of goods pro supplier	Reviewing terms and conditions as a buyer	
	Supply of services pro supplier	Website compliance for trading with consumers	
	Confidentiality clause	Considerations when terminating a contract	

Guidance Note	Forms and Precedents	Checklists	Other Resources
	Termination clause	Drafting terms and conditions	
	Survival of termination clause		
	Assignment clause		
	Rights of third parties clause		
	Force majeure clause		
	Governing law clause		
	Jurisdiction clause		
	Waiver clause		
	Variation clause		
	Entire agreement clause		
8.1.23 Money laundering regulations 2017			
8.1.24 Bribery Act 2010 essentials for employment lawyers	Anti bribery and corruption policy	Risk assessment for bribery	
	Gifts and hospitality policy	Bribery prevention	
		Bribery prevention overseas partners	
8.1.25 In house lawyers business leases the tenant's view			
8.1.26 In house lawyers the importance of regular risk management	Business continuity plan	List of company policies	
	Business continuity plan priority list		
	Internal risk report form		
8.2 Data protection			
8.2.1 Consent under the Data Protection Act 1998			
8.2.2 The General Data Protection Regulations	Data processing provisions pro controller		
	Data processing provisions pro processor		

9. LIFE IN-HOUSE

9.1 In-house insights

9.1.1 From obstacles to solutions: putting legal and compliance at the hub of business			
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Guidance Note	Forms and Precedents	Checklists	Other Resources
9.1.2 A crisis of well-being			
9.1.3 Defining roles and resource planning			
9.1.4 Influencing from subordinate roles			
9.1.5 In-house profile general counsel – consumer goods: stopping the copy cats			
9.1.6 Centralised legal services: making it work for a business			
9.1.7 Responding to change: aligning the legal team with the business			

10. REGULATION AND ETHICS FOR IN-HOUSE LAWYERS

10.1 Regulation and ethics

10.1.1 A guide to governance considerations for in-house lawyers			
10.1.2 Overview of corporate governance in the UK			

11. GETTING THE DEAL THROUGH

11.1 Handbooks

11.1.1 Anti-corruption regulation in 50 jurisdictions worldwide			Guide to anti-corruption regulation in 50 jurisdictions
11.1.2 Corporate governance in 35 jurisdictions worldwide			Guide to corporate governance in 35 jurisdictions worldwide
11.1.3 Dispute resolution in 45 jurisdictions worldwide			Guide to dispute resolution in 45 jurisdictions worldwide
11.1.4 E-commerce in 26 jurisdictions worldwide			Guide to E-commerce in 26 jurisdictions worldwide
11.1.5 Enforcement of foreign judgments in 29 jurisdictions worldwide			Guide to enforcement of foreign judgments in 29 jurisdictions worldwide
11.1.6 Anti-money laundering in 19 jurisdictions worldwide			Guide to anti-money laundering in 19 jurisdictions worldwide
11.1.7 Arbitration in 55 jurisdictions worldwide			Guide to arbitration in 55 jurisdictions worldwide

Guidance Note	Forms and Precedents	Checklists	Other Resources
11.1.8 Banking regulation in 28 jurisdictions worldwide			Guide to banking regulation in 28 jurisdictions worldwide
11.1.9 Cartel regulation in 46 jurisdictions worldwide			Guide to Cartel regulation in 46 jurisdictions worldwide
11.1.10 Construction in 35 jurisdictions worldwide			Guide to construction in 35 jurisdictions worldwide
11.1.11 Copyright in 26 jurisdictions worldwide			Guide to copyright in 26 jurisdictions worldwide
11.1.12 Corporate immigration in 35 jurisdictions worldwide			Guide to corporate immigration in 35 jurisdictions worldwide
11.1.13 Data protection and privacy in 26 jurisdictions worldwide			Guide to data protection and privacy in 26 jurisdictions worldwide
11.1.14 Dominance in 39 jurisdictions worldwide			Guide to dominance in 39 jurisdictions worldwide
11.1.15 Environment in 22 jurisdictions worldwide			Guide to environment in 22 jurisdictions worldwide
11.1.16 Franchise in 30 jurisdictions worldwide]		Guide to franchise in 30 jurisdictions worldwide
11.1.17 Intellectual property and antitrust in 20 jurisdictions worldwide			Guide to intellectual property and antitrust in 20 jurisdictions worldwide
11.1.18 Labour and employment in 42 jurisdictions worldwide			Guide to labour and employment in 42 jurisdictions worldwide
11.1.19 Licensing in 26 jurisdictions worldwide			Guide to licensing in 26 jurisdictions worldwide
11.1.20 Merger control in 75 jurisdictions worldwide			Guide to merger control in 75 jurisdictions worldwide
11.1.21 Mergers and acquisitions in 67 jurisdictions worldwide			Guide to mergers and acquisitions in 67 jurisdictions worldwide
11.1.22 Patents in 36 jurisdictions worldwide			Guide to patents in 36 jurisdictions worldwide
11.1.23 Pharmaceutical antitrust in 31 jurisdictions worldwide			Guide to pharmaceutical antitrust in 31 jurisdictions worldwide
11.1.24 Product liability in 31 jurisdictions worldwide			Guide to product liability in 31 jurisdictions worldwide

Guidance Note	Forms and Precedents	Checklists	Other Resources
11.1.25 Product recall in 24 jurisdictions worldwide			Guide to product recall in 24 jurisdictions worldwide
11.1.26 Project finance in 48 jurisdictions worldwide			Guide to project finance in 48 jurisdictions worldwide
11.1.27 Public procurement in 37 jurisdictions worldwide			Guide to public procurement in 37 jurisdictions worldwide
11.1.28 Restructuring and insolvency in 45 jurisdictions worldwide			Guide to restructuring and insolvency in 45 jurisdictions worldwide
11.1.29 Right of publicity in 21 jurisdictions worldwide			Guide to right of publicity in 21 jurisdictions worldwide
11.1.30 Telecoms and media in 44 jurisdictions worldwide			Guide to telecoms and media in 44 jurisdictions worldwide
11.1.31 Trade and customs in 13 jurisdictions worldwide			Guide to trade and customs in 13 jurisdictions worldwide
11.1.32 Trademarks in 52 jurisdictions worldwide			Guide to trademarks in 52 jurisdictions worldwide
11.1.33 Vertical agreements in 36 jurisdictions worldwide			Guide to vertical agreements in 36 jurisdictions worldwide
11.1.34 Advertising and marketing in 19 jurisdictions worldwide			Guide to advertising and marketing in 19 jurisdictions worldwide

12. LEARNING AND DEVELOPMENT

12.1 Planning and delivery

12.1.1 In-house lawyers—The role of learning and development			
12.1.2 In-house lawyers—Building the business case for learning and development	Post course evaluation questionnaire		
12.1.3 In-house lawyers—Identifying learning needs	Learning needs analysis questionnaire for managers		
	Learning needs analysis questionnaire direct reports		
12.1.4 In-house lawyers—Formulating a learning and development policy	Policy staff survey		

Guidance Note	Forms and Precedents	Checklists	Other Resources
	Learning and development plan		
	Learning and development policy		
	Policy and plan annual review		
12.1.5 In-house lawyers—Learning and development plans	Learning and development plan		
12.1.6 Competency framework			
12.1.7 How to use the competency framework	Learning needs analysis questionnaire for managers		
	Learning needs analysis questionnaire direct reports		
12.1.8 Implementing a competency framework	Six week follow up evaluation form		
	Policy and plan annual review		
12.1.9 Case study—implementing a competency framework			
12.1.10 In-house lawyers—How to prepare and deliver a training course	In house lawyers presentation outline		
12.1.11 Delivering competency framework training	Post course evaluation questionnaire		
12.1.12 Embedding learning and development in the in-house legal department	Learning and development policy		
	Learning and development plan		
12.1.13 Approaches to delivering learning and development for in-house lawyers			
12.1.14 Conducting learning and development activities via video conference			
12.1.15 Giving and receiving feedback			
12.1.16 Introduction to the SRA Competency regime			

Guidance Note	Forms and Precedents	Checklists	Other Resources
12.1.17 How to demonstrate compliance with the SRA Competency regime	SRA development plan		
	Development record SRA		

13. COMPANY SECRETARIAL

13.1 Company secretarial resources for in-house lawyers

13.1.1 Starting points for a listed company secretary			
13.1.2 Shareholder communications			
13.1.3 Board and directors			
13.1.4 Continuing obligations			
13.1.5 Governance and risk			

14. DOING BUSINESS GUIDES

14.1 Doing business in key global jurisdictions

14.1.1 Key global jurisdictions - business relations			
14.1.2 Doing business in: the UK			
14.1.3 Doing business in: the US			
14.1.4 Doing business in: Australia			
14.1.5 Doing business in: Brazil			
14.1.6 Doing business in: Canada			
14.1.7 Doing business in: China			
14.1.8 Doing business in: Cyprus			
14.1.9 Doing business in: France			
14.1.10 Doing business in: Germany			
14.1.11 Doing business in: Hong Kong			
14.1.12 Doing business in: India			
14.1.13 Doing business in: Ireland			
14.1.14 Doing business in: Japan			

Guidance Note	Forms and Precedents	Checklists	Other Resources
14.1.15 Doing business in: Korea			
14.1.16 Doing business in: New Zealand			
14.1.17 Doing business in: Russia			
14.1.18 Doing business in: South Africa			
14.1.19 Doing business in: Taiwan			
14.1.20 Doing business in: Turkey			

Guidance Note	Forms and Precedents	Checklists	Other Resources
14.1.21 Doing business in: Argentina			
14.1.22 Doing business in: Bolivia			
14.1.23 Doing business in: Chile			
14.1.24 Doing business in: Indonesia			
14.1.25 Doing business in: Italy			
14.1.26 Doing business in: Poland			