

# Case studies

## analysis and reporting skills

### ✓ Business case studies

### ✓ Legal case studies

The workshops are based on a series of business and legal case studies giving **law students** the opportunity to put into practice what they learn at university when representing their client.

- analysing case, setting goals, building arguments, preparing convincing case and memorandum
- anticipating the other side's needs and strategies, reporting findings, presenting their memorandum and oral arguments
- planning the negotiation, creating a win-win environment, getting the opponent on your side, being results driven

**Course timetable:** from 3 October to 14 November 2017

Lessons will be held on Tuesday and Friday from 12:00 to 15:30

**Venue:** Campus Luigi Einaudi, Lungo Dora Siena 100, Torino

**Deadline for applying: 21 September 2017**  
details and info

<http://formazione.iuse.it/analysis-and-reporting-skills/>

