

Preparing and Negotiating Commercial Contracts

Negotiate and draft strong cross-border agreements to minimise exposure to risk and liability

2nd - 3rd March 2022

Instructor Led Online Course

Major Benefits of Attending

- **LEARN** how to use industry negotiation documents to best advantage
- **UNDERSTAND** the key issues to be addressed in standard commercial contracts
- **KNOW** the legal and practical nuances of so called "boiler plate" provisions
- **IDENTIFY** the best dispute resolution mechanisms for all contracts
- **GAIN** an intuitive understanding of the different types of commercial contracts, how they fit together and their commercial drivers
- **MASTER** innovative negotiation skills
- **HAVE** increased confidence and credibility in negotiations, arbitration and dispute resolution

Course Methodology

This 2-day Instructor Led Online Course will be conducted via ZOOM - Webinar / Video Conferencing. Delegates are required to have a working Webcam and Headset with Microphone. For a smooth conferencing, delegates should have an Internet Speed of at least 8Mbps Download and 1.5Mbps Upload Speed.

Why you Should Attend?

This practical two day workshop provides training and "hands-on" experience in preparing and negotiating commercial contracts. This is for delegates who already understand the basic principles of contract drafting and negotiating commercial contracts, and wish to take their drafting and negotiation skills to an advanced level. The workshop explores the principles of preparing contract, with examples, exercises and practical case studies; allowing delegates to increase their knowledge and practise their drafting skills with other experienced practitioners.

Who Should Attend?

This course is recommended for all staff involved in Contract Management. For example:

- Head-Contract Administration and Management
- Head of Legal
- Project / Functional Manager
- Corporate Legal Counsel
- General Counsel
- Chief Counsel
- Regional Counsel
- Legal Managers
- Corporate Legal Advisors
- Company Secretaries
- Senior Legal Practitioners
- Legal Consultants

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