

Preparing and Negotiating Commercial Contracts

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

16th -17th May 2023

17th -18th July 2023

Kuala Lumpur (In Person) / Online Training

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

Client has the option to choose to participate either below method.

Online Course : *This course will be conducted via Zoom.*

Marriott Group Hotel : *This course will be conducted at the hotel with the trainer on site. Participants will need to bring their own laptop. Lunch/Dinner and 2 networking breaks will also be provided.*

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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