

# Commercial Contracts for Non-Lawyers

*Gain essential knowledge on contract law management to be proficient in dealing with contracts at your workplace*

**5th - 6th June 2024**

**11th - 12th September 2024**

**Kuala Lumpur (In Person) / Online Training**

## Major Benefits of Attending

By end of this course, delegates will be able to:

- **Examine** terms and conditions in commercial contracts
- **Gain** exposure to exclusion clauses
- **Learn** contracting fundamentals
- **Master** legal jargon used in commercial contract terms
- **Ascertain** how contracts are interpreted in common/civil law
- **Understand** contracting methods and types
- **Gain in-depth understanding** on the challenges and risk involved when issuing/signing Letter of Intent (LOI), Non-Disclosure Agreement (NDA) and Memorandum of Understanding (MOU)
- **Learn** how to deal with contract risk – and transfer risk to contractor/vendor/suppliers
- **Examine** types and consequences of Termination- how to avoid claims in the event of Termination of Contract
- **Discover** how to mitigate risk and identify the areas of potential claims
- **Comprehend** Dispute Resolution Process
- **Benchmark** against International Best Practices

## Course Methodology

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

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

**Marriot 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?

The trainer will deploy a full range of lively and interactive training methods, including exercises, case studies, practice sessions and group discussions. This program is designed to help you enhance your knowledge of your key duties, responsibilities and potential liabilities in the area of commercial contracts. You will have the opportunity to examine a number of critical legal areas that are relevant to your organisation, cases laws will be discussed with the participants for better understanding on the subject.

## Who Should Attend?

Commercial Heads, Directors, Managers, Engineers, Finance Managers, Development Engineers, Bidding Managers, Tendering Managers, Cost Control Managers, Claims Managers, Process Engineers, Structural Engineers, Technical Managers, Cost Engineers, Cost Estimation Engineers, Scheduling & Planning Managers, Product Development Engineers, Quality & Process Improvement Managers, Procurement Manager, Sales and Marketing, Business Development and all those involved in the negotiation, drafting and management of commercial business contracts.

Organized by:



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