

€ TRAINING

Conference on International Contracting





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Introduction:

This conference is designed to equip professionals with the essential skills and knowledge required for managing international contracts. Through it, participants will explore the complexities of international contracting, focusing on legal frameworks, risk management, and best practices for negotiating and executing contracts across borders. It empowers participants to navigate the challenges of international contracts while ensuring compliance and minimizing risks.

Conference Objectives:

By the end of this conference, participants will be able to:

- Understand the legal frameworks and regulations governing international contracts.
- Develop strategies for negotiating and drafting international contracts.
- Manage risks associated with international contracting.
- Ensure compliance with international trade laws and contractual obligations.
- Resolve disputes and manage contract performance in a global context.

Targeted Audience:

- Contract Managers.
- Legal Advisors.
- Procurement Specialists.
- Project Managers.
- Business Development Professionals.

Conference Outline:

Unit 1:

Legal Frameworks in International Contracting:

- Overview of international contract laws and regulations.
- Key differences between domestic and international contracts.

- Understanding the role of international trade agreements in contracting.
- Managing contracts under different legal systems common law vs. civil law.
- The importance of choice of law and jurisdiction clauses.
- Compliance with international trade laws, sanctions, and regulations.

Unit 2:

Drafting and Negotiating International Contracts:

- Key components of a well-structured international contract.
- Handling language barriers and cultural differences in negotiations.
- Drafting clear and enforceable contract terms to avoid disputes.
- Incorporating clauses for intellectual property, confidentiality, and dispute resolution.
- Techniques for securing favorable terms in international contract negotiations.

Unit 3:

Risk Management in International Contracts:

- Identifying risks associated with international contracting financial, political, operational.
- Implementing risk mitigation strategies in contract terms.
- Protecting against currency fluctuations and exchange rate risks.
- Understanding the impact of international supply chain disruptions on contracts.
- The role of insurance and guarantees in managing international contract risks.
- Managing compliance risks with anti-corruption laws and ethical standards.

Unit 4:

Managing Contract Performance and Compliance:

- Ensuring contract performance across different jurisdictions.
- Tools for monitoring and enforcing contract compliance internationally.
- Managing contract amendments and modifications in cross-border agreements.
- Techniques for handling delays, breaches, and non-performance.

- Best practices for managing ongoing communication and collaboration with international partners.
- Importance of implementing contract management software for global projects.

Unit 5:

Dispute Resolution and Arbitration in International Contracts:

- Common causes of disputes in international contracts and how to avoid them.
- The role of arbitration and mediation in resolving international contract disputes.
- Key differences between international arbitration and litigation.
- Drafting effective arbitration clauses in international contracts.
- Choosing the right venue and governing body for dispute resolution.