

€ TRAINING

Contract Law For Non Lawyers





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Introduction:

This training program provides participants with an accessible and comprehensive overview of contract law principles tailored for professionals from non-legal backgrounds. It empowers them to apply contract law concepts effectively in their professional endeavors.

Program Objectives:

At the end of this program, participants will be able to:

- Understand the fundamental principles of contract law.
- Gain familiarity with legal terminology and concepts.
- Develop skills to analyze and interpret contractual agreements.
- Learn techniques for mitigating risks in business transactions.
- Enhance confidence in dealing with contracts in a non-legal capacity.

Targeted Audience:

- Business Owners.
- Project Managers.
- Procurement Specialists.
- Human Resource Managers.
- Sales and Marketing Professionals.
- Anyone involved in business transactions.

Program Outline:

Unit 1:

Introduction to Contract Law:

- Overview of contract law principles.
- Formation and elements of a contract.

- Types of contracts and their enforceability.
- Key terms and concepts in contract law.
- Case studies illustrating contract law principles.

Unit 2:

Understanding Contract Terms:

- Interpreting contractual terms and conditions.
- Express and implied terms in contracts.
- Conditions, warranties, and representations.
- The importance of clarity and specificity in contract terms.
- Case studies on interpreting contract terms.

Unit 3:

Contractual Rights and Obligations:

- Rights and duties of parties in a contract.
- Breach of contract and remedies available.
- Termination and discharge of contracts.
- Legal consequences of non-performance.
- Case studies on contractual rights and obligations.

Unit 4:

Managing Risks in Contracts:

- Identifying and assessing risks in contractual agreements.
- Strategies for mitigating risks in business transactions.
- Drafting effective clauses to address potential risks.
- Legal implications of risk allocation in contracts.
- Case studies on managing risks in contracts.



Unit 5:

Practical Applications of Contract Law:

- Applying contract law principles in real-world scenarios as a practicing exercise.
- Negotiating and drafting contracts effectively.
- Handling common contract issues and disputes.
- Best practices for contract management.