

€ TRAINING

International Contracting





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Introduction:

This training program offers participants comprehensive knowledge and skills essential for managing contracts in an international context. It empowers them to navigate the complexities of international contracts, ensuring successful global project execution and compliance with international standards.

Program Objectives:

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

- Understand the principles and legal frameworks of international contracting.
- Develop and implement effective negotiation strategies for international contracts.
- Manage risks associated with cross-border contracts.
- Ensure compliance with international legal and regulatory requirements.
- Resolve disputes arising from international contracts effectively.

Targeted Audience:

- Contract Managers.
- Legal Advisors.
- Project Managers.
- International Business Development Professionals.
- Procurement Officers.
- Personnel involved in international contracting processes.

Program Outline:

Unit 1:

Principles of International Contracting:

- Overview of international contracting principles.
- Understanding international legal frameworks and regulations.

- Key considerations in cross-border contracts.
- Drafting clear and enforceable international contract terms.
- Case studies on international contracting practices.

Unit 2:

Negotiation Strategies for International Contracts:

- Techniques for negotiating cross-border contracts.
- Cultural considerations in international negotiations.
- Achieving mutually beneficial outcomes in international contracts.
- Identifying and addressing key negotiation points.
- Practical exercises on international contract negotiation.

Unit 3:

Risk Management in International Contracts:

- Identifying and assessing risks in international contracts.
- Strategies for mitigating cross-border contract risks.
- Implementing insurance and other risk management tools.
- Techniques for managing currency and exchange rate risks.
- Real-world examples of successful risk management in international contracts.

Unit 4:

Compliance with International Legal and Regulatory Requirements:

- Understanding international trade laws and regulations.
- Ensuring compliance with export/import controls and sanctions.
- Techniques for navigating international legal complexities.
- Managing compliance with international standards and certifications.

Unit 5:

Dispute Resolution in International Contracts:

- Overview of dispute resolution mechanisms in international contracts.
- Drafting effective dispute resolution clauses for cross-border contracts.
- Arbitration, mediation, and other dispute resolution methods.
- Case studies on landmark international contract dispute resolutions.
- Strategies for preventing and resolving international contract disputes.