

€ TRAINING

Commercial and Business Contracts



2 - 6 September 2024
Rome (Italy)



Commercial and Business Contracts

REF: U828 DATE: 2 - 6 September 2024 Venue: Rome (Italy) - Fee: 5940 Euro

Introduction:

This training program offers participants a comprehensive understanding of the principles and practices involved in drafting, negotiating, and managing commercial contracts. It empowers them to enhance their contract management capabilities, ensuring successful business transactions and mitigating risks.

Program Objectives:

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

- Understand the fundamental principles of commercial and business contracts.
- Develop skills in drafting clear and enforceable contract terms.
- Learn techniques for effective contract negotiation.
- Gain insights into managing and monitoring contract performance.
- Enhance capabilities in dispute resolution and contract enforcement.

Targeted Audience:

- Contract Managers.
- Legal Professionals.
- Business Executives.
- Procurement Specialists.
- Entrepreneurs.
- Project Managers.

Program Outline:

Unit 1:

Fundamentals of Commercial and Business Contracts:

- Overview of commercial contract principles.
- Key components of a business contract.

- Types of commercial contracts sales, service, partnership agreements.
- Legal frameworks governing commercial contracts.
- Case studies on successful commercial contracts.

Unit 2:

Drafting Clear and Enforceable Contract Terms:

- Techniques for drafting clear and precise contract terms.
- Common clauses in business contracts payment terms, liability, termination.
- Ensuring contract terms are enforceable.
- Avoiding common drafting pitfalls.
- Practical exercises on drafting contract clauses.

Unit 3:

Effective Contract Negotiation Techniques:

- Strategies for successful contract negotiations.
- Preparing for contract negotiations.
- Negotiating key terms and conditions.
- Balancing interests of all parties involved.

Unit 4:

Managing and Monitoring Contract Performance:

- Best practices for contract management.
- Monitoring compliance with contract terms.
- Handling amendments and modifications.
- Performance evaluation techniques.
- Real-world examples of contract performance management.

Unit 5:

Dispute Resolution and Contract Enforcement:

- Methods for resolving contract disputes.
- Legal and alternative dispute resolution mechanisms.
- Strategies for enforcing contract terms.
- Minimizing risks through effective dispute resolution.
- Case studies on contract dispute resolution and enforcement.