


# € TRAINING

Drafting and Negotiating International  
Commercial Contracts

A group of four smiling business professionals (two men and two women) sitting at a table in a meeting room. They are all wearing white shirts. The woman in the foreground is wearing a black top and a multi-strand necklace. The background is a blurred office setting.

25 - 29 August 2024  
Istanbul (Turkey)



# Drafting and Negotiating International Commercial Contracts

REF: U827 DATE: 25 - 29 August 2024 Venue: Istanbul (Turkey) - Fee: 5300 Euro

## Introduction:

This training program equips professionals with the essential skills and knowledge required to draft, negotiate, and manage international commercial contracts effectively. It empowers them to navigate complex legal frameworks, draft clear and enforceable contract terms, and negotiate favorable agreements in the international business arena.

## Program Objectives:

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

- Understand the intricacies of international commercial contracts.
- Develop proficiency in drafting clear and enforceable contract terms for cross-border transactions.
- Learn effective negotiation techniques tailored to international business settings.
- Gain insights into managing legal and cultural differences in international contracts.
- Enhance capabilities in mitigating risks and resolving disputes in international transactions.

## Targeted Audience:

- Contract Managers.
- Legal Professionals.
- International Business Executives.
- Procurement Specialists.
- Importers and Exporters.
- International Trade Consultants.

## Program Outline:

### Unit 1:

#### Fundamentals of International Commercial Contracts:

- Overview of international contract law principles.
- Key components of international commercial contracts.

- Legal frameworks governing cross-border transactions.
- Considerations for international contract formation and interpretation.
- Successful international commercial contracts.

## Unit 2:

### Drafting Clear and Enforceable Contract Terms for International Transactions:

- Techniques for drafting international contract terms.
- Common clauses in international commercial contracts jurisdiction, governing law, dispute resolution.
- Ensuring compliance with international trade regulations and standards.
- Avoiding pitfalls in drafting international contracts.
- Practical exercises on drafting international contract clauses.

## Unit 3:

### Effective Negotiation Strategies for International Business:

- Strategies for successful negotiation in international business transactions.
- Understanding cultural differences in negotiation styles.
- Preparing for international contract negotiations.
- Negotiating key terms and conditions in cross-border agreements.

## Unit 4:

### Managing Legal and Cultural Differences in International Contracts:

- Identifying and addressing legal and cultural differences in international transactions.
- Strategies for bridging legal and cultural gaps in contract negotiations.
- Ensuring legal compliance across multiple jurisdictions.
- Mitigating risks associated with cultural misunderstandings.
- Real-world examples of managing legal and cultural differences in international contracts.

## Unit 5:



## Risk Mitigation and Dispute Resolution in International Transactions:

- Techniques for mitigating risks in international commercial contracts.
- Resolving disputes arising from international transactions.
- Legal and alternative dispute resolution mechanisms in cross-border agreements.
- Enforcing international contract terms and awards.
- Risk mitigation methods and dispute resolution in international business.