

# € TRAINING

Contract Law For Non Lawyers



9 - 13 September 2024  
Geneva (Switzerland)



# Contract Law For Non Lawyers

REF: U1268 DATE: 9 - 13 September 2024 Venue: Geneva (Switzerland) - Fee: 5940 Euro

## 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.