

€ TRAINING

Contract Review and Contractual Liability



21 - 25 October 2024
Milan (Italy)



Contract Review and Contractual Liability

REF: C2783 DATE: 21 - 25 October 2024 Venue: Milan (Italy) - Fee: 6555 Euro

Introduction:

This conference provides an in-depth understanding of the key elements involved in reviewing contracts and managing contractual liabilities. It aims to equip participants with the tools and knowledge to effectively assess, negotiate, and manage contract terms, while minimizing risks associated with liabilities.

Conference Objectives:

By the end of this conference, participants will be able to:

- Identify and interpret critical clauses in contracts to ensure they meet business objectives.
- Assess potential liabilities in contracts and develop strategies to mitigate them.
- Learn negotiation tactics to achieve favorable contract terms while minimizing liabilities.
- Ensure that contracts comply with legal and regulatory requirements.
- Manage and resolve disputes related to breaches of contract in a timely and effective manner.

Targeted Audience:

- Contract Managers.
- Legal Advisors.
- Procurement Managers.
- Risk and Project Managers.
- Business Owners.

Conference Outline:

Unit 1:

Fundamentals of Contract Review:

- Understanding the essential components of a contract, including terms, obligations, and conditions.
- Identifying important clauses like indemnities, warranties, and liabilities.
- How to interpret and assess ambiguous or complex contract language.

- Ensuring the contract clearly defines the obligations of each party.

Unit 2:

Contractual Liability and Risk Assessment:

- What constitutes liability in a contract and how it impacts business.
- How to structure and negotiate limitations on liability.
- Evaluating the risks and obligations associated with indemnity provisions.
- How risks are shared and allocated between parties.

Unit 3:

Negotiating Contracts and Reducing Liability:

- Techniques for negotiating favorable terms while reducing liability.
- How to approach contract negotiations with a focus on minimizing exposure.
- Strategies for renegotiating or eliminating problematic clauses.
- Ensuring the contract is fair and legally sound for both parties.

Unit 4:

Legal Compliance and Contract Management:

- Strategies to ensure that all parties comply with contract terms and obligations.
- Understanding the legal and regulatory environment affecting contracts.
- Tools and systems for tracking contract performance and ensuring compliance.
- How to handle disagreements or breaches of contract through mediation and arbitration.

Unit 5:

Breach of Contract and Dispute Resolution:

- What constitutes a breach and the consequences for both parties.
- Legal remedies and strategies for addressing breaches, including damages, termination, and specific performance.
- How to resolve contract disputes through negotiation, mediation, and arbitration.



- Ensuring that dispute resolution clauses are clear, enforceable, and effective.
- Real-world examples of how breaches were handled and resolved.