

€ TRAINING

Conference on Negotiating With Drafting and
Understanding Contracts

A group of four smiling business professionals (two men and two women) are seated 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 blurred, showing a bright, modern office environment.

19 - 23 May 2025
Madrid (Spain)



Conference on Negotiating With Drafting and Understanding Contracts

REF: C560 DATE: 19 - 23 May 2025 Venue: Madrid (Spain) - Fee: 5850 Euro

Introduction:

This conference explores the core principles of contract law and the essential skills required for successful contract management. It focuses on negotiation strategies, drafting precise contracts, and interpreting complex clauses to mitigate risks. It empowers participants to confidently navigate the contract lifecycle and resolve disputes efficiently.

Conference Objectives:

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

- Understand key principles in contract law and their practical application.
- Develop effective negotiation skills for favorable contract terms.
- Learn techniques for drafting clear and enforceable contracts.
- Gain insights into interpreting complex contract clauses.
- Mitigate risks by identifying and resolving potential contract disputes.

Target Audience:

- Contract Managers.
- Legal Advisors.
- Procurement and Supply Chain Professionals.
- Business Development Managers.
- Employees involved in contract negotiation and drafting.

Program Outline:

Unit 1:

Essentials of Contract Law and Frameworks:

- Overview of contract law principles and legal binding agreements.
- Key elements of enforceable contracts offer, acceptance, consideration.
- Types of contracts: fixed-term, indefinite, and performance-based contracts.

- Identifying valid vs. voidable contracts.
- Understanding the impact of jurisdiction on contracts.

Unit 2:

Effective Contract Negotiation:

- Core strategies for successful contract negotiations.
- Approaches to achieving win-win outcomes.
- Common negotiation tactics and how to counter them.
- Navigating impasses and reaching agreements.

Unit 3:

Drafting Contracts with Clarity and Precision:

- Best practices for drafting clear and legally enforceable contracts.
- Avoiding ambiguity and vague clauses in contract drafting.
- Key sections of a contract: terms, conditions, and dispute resolution clauses.
- Drafting contracts tailored to specific industries or markets.
- Sample contract analysis and hands-on drafting exercises.

Unit 4:

Interpretation and Analysis of Contract Clauses:

- Understanding key clauses in commercial contracts indemnity, warranties, liabilities.
- Analyzing complex contractual language and terminology.
- Methods for interpreting ambiguous or contradictory clauses.
- Importance of standard clauses force majeure, termination, dispute resolution.
- Common pitfalls in contract interpretation and how to avoid them.

Unit 5:

Risk Mitigation and Contract Dispute Resolution:



- Identifying potential risks and liabilities in contracts.
- Legal approaches to mitigating risks through contract terms.
- Steps for resolving contractual disputes effectively.
- Techniques for amending or renegotiating contract terms.