€TRAINING

Understanding Commercial Contracts

29 December 2024 -
2 January 2025
Sharm El-Sheikh (Egypt)

Understanding Commercial Contracts

REF: U324 DATE: 29 December 2024 - 2 January 2025 Venue: Sharm El-Sheikh (Egypt) - Fee: 3520 Euro

Introduction:

This training program provides participants with essential knowledge and skills to effectively manage and navigate commercial contracts. It empowers them to confidently handle commercial contracts, ensuring compliance and optimizing business relationships.

Program Objectives:

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

- Understand the fundamental principles of commercial contract law.
- Identify and interpret key terms and clauses in commercial contracts.
- Develop effective negotiation strategies for commercial agreements.
- Implement best practices for contract management and administration.
- Resolve common contractual issues and disputes.

Targeted Audience:

- Contract Managers.
- Legal Advisors.
- Business Development Managers.
- Procurement Specialists.
- Sales Professionals.
- Personnel involved in commercial contracting.

Program Outline:

Unit 1:

Fundamentals of Commercial Contract Law:

- Overview of contract law principles.
- Essential elements of a valid contract.

- Types of commercial contracts and their applications.
- Legal obligations and rights under commercial contracts.
- Case studies on fundamental contract law principles.

Unit 2:

Key Terms and Clauses in Commercial Contracts:

- Identification and interpretation of key contract terms.
- Importance of clauses such as indemnities, warranties, and liabilities.
- Drafting effective and clear contract clauses.
- Common pitfalls and how to avoid them.
- Practical exercises on analyzing contract terms.

Unit 3:

Negotiation Techniques for Commercial Agreements:

- Strategies for successful contract negotiations.
- Techniques for achieving mutually beneficial outcomes.
- Handling difficult negotiation scenarios.
- Effective communication and persuasion skills.

Unit 4:

Best Practices for Contract Management:

- Principles of effective contract management.
- Techniques for monitoring and ensuring contract performance.
- Handling contract amendments and variations.
- Managing relationships with contracting parties.
- Real-world examples of best contract management practices.

Unit 5:

Resolving Contractual Issues and Disputes:

- Common issues and disputes in commercial contracts.
- Techniques for early identification and resolution of issues.
- Legal and alternative dispute resolution methods.
- Drafting dispute resolution clauses.
- Case studies on resolving contractual disputes.