

€ TRAINING

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 a bright, modern office environment.

28 October -
1 November 2024
Milan (Italy)



Negotiating With Drafting and Understanding Contracts

REF: U847 DATE: 28 October - 1 November 2024 Venue: Milan (Italy) - Fee: 5940 Euro

Introduction:

This training program provides participants with essential knowledge and skills for effective contract negotiation, drafting, and comprehension. It empowers them to develop strong contractual agreements that minimize risks and maximize benefits.

Program Objectives:

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

- Understand the fundamentals of contract law and its practical applications.
- Develop skills for effective contract negotiation and drafting.
- Learn techniques for identifying and mitigating contractual risks.
- Gain insights into the structure and components of various types of contracts.
- Enhance strategies for managing and enforcing contractual obligations.

Targeted Audience:

- Legal Professionals.
- Contract Managers.
- Business Executives.
- Procurement Specialists.
- Project Managers.
- Entrepreneurs.

Program Outline:

Unit 1:

Fundamentals of Contract Law:

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

- Types of contracts and their legal implications.
- Understanding contract terms and conditions.
- Case studies on foundational contract law concepts.

Unit 2:

Effective Contract Negotiation Techniques:

- Strategies for successful contract negotiation.
- Preparing for contract negotiations.
- Techniques for building rapport and understanding the other party's interests.
- Tactics for overcoming negotiation obstacles.

Unit 3:

Drafting Clear and Enforceable Contracts:

- Key components of a well-drafted contract.
- Language and clarity in contract drafting.
- Common clauses and their purposes indemnity, confidentiality, termination.
- Avoiding ambiguities and potential pitfalls in drafting.
- Practical exercises on drafting contract clauses.

Unit 4:

Identifying and Mitigating Contractual Risks:

- Risk assessment in contract management.
- Common contractual risks and how to address them.
- Techniques for drafting risk mitigation clauses.
- Case studies on managing contractual risks.
- Discussions on real-world risk scenarios and solutions.

Unit 5:



Managing and Enforcing Contractual Obligations:

- Best practices for contract administration.
- Monitoring compliance with contract terms.
- Handling breaches and disputes.
- Legal remedies and enforcement options.
- Case studies on contract enforcement and dispute resolution.