Training course on Commercial Contracts: Drafting and Negotiation

Professional Development Training Course Outline

Category	Legal Institute	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Training Course on Commercial Contracts: Drafting and Negotiation is designed to provide participants with a comprehensive understanding of the principles and practices involved in drafting and negotiating commercial contracts. As businesses increasingly rely on well-structured agreements to govern their relationships and transactions, mastering the art of contract drafting and negotiation is essential for legal professionals, business executives, and contract managers. This course addresses key topics in commercial contracts, equipping participants with the tools to create effective agreements and negotiate favorable terms. Throughout this course, attendees will explore critical concepts such as contract formation, essential clauses, risk management, and negotiation strategies. The curriculum integrates theoretical knowledge with practical applications, featuring case studies, discussions, and hands-on exercises that encourage active engagement with the material. By the end of the training, participants will be well-prepared to draft and negotiate commercial contracts effectively.

Programme Curriculum

Training Course on Commercial Contracts: Drafting and Negotiation

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Course Objectives

1. Understand the fundamentals of commercial contracts.
2. Analyze key legal principles governing contract formation.
3. Explore essential clauses in commercial contracts.
4. Evaluate risk management strategies in contract drafting.
5. Assess negotiation techniques and strategies.
6. Communicate effectively about contract law concepts.
7. Identify common pitfalls in contract drafting and negotiation.
8. Conduct effective contract reviews and revisions.
9. Understand international considerations in commercial contracts.
10. Explore case studies of significant commercial contract disputes.
11. Foster Collaborative Negotiation
12. Analyze Case Studie
13. Develop a Contract Management Strategy

Target Audience

1. Legal professionals specializing in contract law
2. Business executives involved in contract negotiations
3. Contract managers and procurement professionals
4. Compliance officers in organizations
5. Graduate students in law or business
6. Entrepreneurs and small business owners
7. Non-profit leaders focused on contractual agreements
8. Procurement officers

Course Duration: 5 Days

Course Modules

Module 1: Introduction to Commercial Contracts

- Overview of commercial contracts and their significance.
- Key terminology in contract law.
- Understanding the objectives of commercial agreements.
- Discussion on the evolution of contract law.
- Case studies on notable commercial contract disputes.

Module 2: Legal Principles Governing Contract Formation

- Examination of the elements of a valid contract (offer, acceptance, consideration).
- Understanding capacity and legality in contract formation.
- Evaluating the importance of mutual assent.
- The role of implied terms and conditions.

- Case studies on contract formation issues.

Module 3: Essential Clauses in Commercial Contracts

- Overview of key clauses (payment terms, delivery, warranties).
- Understanding dispute resolution clauses (arbitration, mediation).
- Evaluating termination and force majeure provisions.
- Techniques for drafting clear and enforceable clauses.
- Case studies on clause interpretation in disputes.

Module 4: Risk Management in Contract Drafting

- Identifying common risks in commercial contracts.
- Understanding indemnification and liability clauses.
- Evaluating insurance and risk transfer mechanisms.
- Techniques for minimizing contractual risks.
- Case studies on risk management failures.

Module 5: Negotiation Techniques and Strategies

- Overview of negotiation principles in contract discussions.
- Understanding the psychology of negotiation.
- Evaluating strategies for effective negotiation outcomes.
- Techniques for managing conflicts and counteroffers.
- Case studies on successful negotiation tactics.

Module 6: Common Pitfalls in Contract Drafting and Negotiation

- Identifying frequent mistakes in contract drafting.
- Understanding the implications of vague language and ambiguity.
- Evaluating the importance of clarity and precision in contracts.
- Techniques for conducting thorough contract reviews.
- Case studies on contract disputes arising from drafting errors.

Module 7: International Considerations in Commercial Contracts

- Overview of international contract law principles.
- Understanding the impact of cultural differences on contract negotiation.
- Evaluating the role of governing law and jurisdiction clauses.
- Techniques for drafting contracts for international transactions.
- Case studies on cross-border contract issues.

Module 8: Developing a Contract Management Strategy

- Techniques for creating an effective contract management plan.
- Setting goals and timelines for contract implementation.
- Engaging stakeholders in the contract management process.
- Measuring success and adapting strategies over time.
- Presenting contract management strategies to organizational leaders.

Training Methodology

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.

- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

- Participants must be conversant in English.
- Upon completion of training, participants will receive an Authorized Training Certificate.
- The course duration is flexible and can be modified to fit any number of days.
- Course fee includes facilitation, training materials, 2 coffee breaks, buffet lunch, and a Certificate upon successful completion.
- One-year post-training support, consultation, and coaching provided after the course.
- Payment should be made at least a week before the training commencement to Fineskill Training Center account, as indicated in the invoice, to enable better preparation.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com