

Negotiating, Drafting & Understanding Contracts Course

2026 000000 20 - 16
Paris (France)

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Day 3: Drafting Contracts

- Structure and components of a well-crafted contract
- Writing clear and unambiguous contractual language
- Formulating key clauses liability, indemnification, payment terms
- Common drafting pitfalls and how to avoid them

Day 4: Contract Interpretation and Analysis

- Principles and methods of contract interpretation
- Reviewing terms and conditions to identify risks
- Mitigating potential legal and operational issues
- Case studies and analysis of real-world contracts

Day 5: Contract Management and Dispute Resolution

- Lifecycle management of contracts
- Monitoring compliance and managing amendments
- Handling breaches, defaults, and dispute resolution options
- Termination procedures and contract closeout best practices

Individual Impact

Participants will leave this program with:

- Skills to negotiate and secure favorable contract terms.
- Ability to draft contracts that are clear, enforceable, and risk-conscious.
- Enhanced understanding of contractual risks and mitigation strategies.
- Practical expertise in managing contracts for improved business outcomes.

Organizational Impact

Organizations will benefit from:

- Improved contract quality and enforceability.
- Reduced legal and operational risks associated with contracts.
- Enhanced efficiency in contract management processes.
- Teams capable of handling complex negotiations and dispute resolution effectively.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point, suggesting a strategic or global perspective.

Training Methodology

- Interactive lectures and discussions
- Hands-on drafting and negotiation exercises
- Real-world case studies and scenario-based learning
- Practical application of contract law and management strategies

Beyond the Course

By the end of this 5-day program, participants will be ready to:

- Negotiate, draft, and manage contracts with confidence.
- Implement best practices to mitigate contract-related risks.
- Apply legal principles effectively in business agreements.
- Handle disputes and contract enforcement efficiently.

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