Laws of Business & Commerce: Foundations for Professionals

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Doha (Qatar)



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Why This Course

Legal issues are an integral part of everyday business decisions. Contracts, regulations, liability, employment matters, and cross-border transactions all carry legal implications that can significantly affect organizational performance and risk exposure. For non-legal professionals, a solid understanding of business law is essential to making informed, confident decisions and avoiding costly mistakes.

The **Business Law Fundamentals & Practical Application Program** is an intensive one-week course designed to provide professionals with a clear, practical understanding of the legal principles that govern business and commerce. Rather than focusing on theory alone, the program emphasizes real-world application—helping participants recognize legal risks, interpret contracts, and navigate regulatory requirements effectively.

Through case studies, practical examples, and guided discussion, participants develop the legal awareness needed to protect business interests and operate with greater confidence.

What You'll Learn and Practice

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

- Understand the core principles of business law and their relevance to daily operations
- Read, analyze, and interpret common business contracts
- Identify potential legal risks and take proactive steps to mitigate them
- Navigate regulatory and compliance requirements across business sectors
- Apply legal reasoning to real-world business decisions and scenarios
- Communicate more effectively with legal advisors and stakeholders

The Program Flow 1-Week Structure

Day 1 - Introduction to Business Law

- Overview of the legal system and its impact on business activities
- Sources of law: statutes, regulations, and case law
- Legal ethics and corporate social responsibility
- Introduction to contract law and legal obligations



Day 2 - Contract Law in Depth

- Essential elements of a valid and enforceable contract
- Contract formation, interpretation, and enforcement
- Breach of contract and available legal remedies
- Common and specialized contracts used in business

Day 3 - Business Organizations & Liability

- Types of business entities and their legal implications
- Corporate governance and shareholder rights
- Tort law and business liability risks
- Employment law essentials for managers and leaders

Day 4 - Regulatory Compliance & Intellectual Property

- Overview of key business regulations and compliance requirements
- Antitrust and competition law fundamentals
- Intellectual property protection: patents, trademarks, and copyrights
- Data privacy, cybersecurity, and digital compliance considerations

Day 5 - Dispute Resolution & International Business Law

- Litigation, arbitration, and mediation options
- Negotiation strategies for resolving legal disputes
- Introduction to international business law principles
- Cross-border transactions and trade regulation basics

Individual Impact

Participants will leave the program with:

- Stronger legal awareness in business decision-making
- Improved confidence in reviewing and negotiating contracts
- The ability to identify legal risks before they escalate
- Better understanding of regulatory and compliance obligations
- Enhanced communication with legal teams and external advisors

Organizational Impact

Organizations will benefit through:



- Reduced legal risk and improved compliance
- Better-quality contracts and commercial agreements
- More informed and confident business decisions
- Stronger protection of corporate and intellectual property assets
- Improved alignment between legal considerations and business strategy

Training Methodology

The program uses a practical, business-oriented learning approach, including:

- Real-world business law case studies
- Practical contract examples and scenario analysis
- Interactive discussions and applied exercises
- Risk-focused frameworks and decision tools
- Expert-led facilitation grounded in commercial realities

Beyond the Course

After completing the program, participants will be ready to:

- Recognize and manage legal issues in everyday business operations
- Engage more effectively in contract discussions and negotiations
- Support compliance and risk management initiatives
- Make sound business decisions informed by legal awareness

