

Commercial Contract Drafting and Legal Provisions

17 – 21 May 2027
Lyon (France)

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Introduction

Commercial contract drafting and its legal provisions are essential for regulating relationships among companies, institutions, suppliers, customers, and business partners. A commercial contract does more than document an agreement between two parties. It defines rights and obligations, establishes implementation procedures, allocates risks, and sets the rules governing amendments, termination, compensation, and dispute resolution.

Accurate legal drafting has become increasingly important as commercial transactions grow more diverse and business activities expand across borders and sectors. The use of broad language, conflicting clauses, unclear definitions, or the omission of potential scenarios may lead to costly disputes and disruption to business operations. Organizations therefore need a structured methodology that begins with understanding the transaction and identifying its objectives, followed by risk analysis, selection of the appropriate legal framework, and drafting provisions that are clear, balanced, and enforceable.

The Commercial Contract Drafting and Legal Provisions course is designed to strengthen participants' ability to prepare, review, and analyze contracts in a practical manner. The course covers pre-contract negotiations, contract structure, definitions, scope, financial consideration, warranties, liability, indemnity, confidentiality, force majeure, termination, governing law, and dispute resolution.

The course is intended for legal advisers, lawyers, contract managers, procurement professionals, project managers, compliance officers, sales and business development teams, and employees working in finance and administration. It is also suitable for executives and team leaders involved in contract negotiation, approval, or the monitoring of contractual obligations.

Course Objectives

The Commercial Contract Drafting and Legal Provisions course aims to develop participants' ability to prepare clear and balanced contracts that define obligations and reduce ambiguity and risk. By the end of the course, participants will be able to:

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- Understand the fundamental legal principles governing the formation and performance of commercial contracts.
- Identify the essential elements of a contract and the requirements for validity, effectiveness, and enforceability.
- Analyze the nature of a commercial transaction before beginning the drafting process.
- Select an appropriate contract structure according to the transaction type and the parties' objectives.
- Draft titles, recitals, and definitions in a clear and consistent manner.
- Define the scope of work, products, services, and required outcomes accurately.
- Draft the technical, financial, and administrative obligations of each party.
- Organize provisions relating to pricing, invoicing, payment, taxes, and expenses.
- Draft contractual representations, undertakings, and warranties.
- Allocate responsibilities and risks according to the nature of the contract.
- Prepare indemnity provisions, limitations of liability, and related exclusions.
- Draft confidentiality, data protection, and intellectual property provisions.
- Regulate delays, breaches, force majeure events, and changes in circumstances.
- Draft provisions relating to amendment, renewal, suspension, termination, and their consequences.
- Prepare clauses covering governing law, jurisdiction, and dispute resolution.
- Review contracts and identify conflicts, ambiguity, and legal gaps.
- Manage the approval, signature, document retention, and amendment cycle.
- Develop a practical checklist for drafting and reviewing commercial contracts.

Course Outlines

Day One: Legal Foundations of Commercial Contracts and Contract Structure

- Understand the concept of a commercial contract and its legal and operational functions.
- Identify the essential elements of a contract and the requirements for validity and enforceability.
- Distinguish among negotiation, offer, acceptance, and final agreement.
- Analyze the legal capacity, status, and authority of the contracting parties.
- Determine the type, nature, and scope of the contract.
- Build the general structure of the contract and arrange its provisions logically.
- Complete an exercise involving the analysis of a commercial transaction and its conversion into a contract framework.

Day Two: Drafting Scope, Obligations, and Financial Terms

- Draft recitals, definitions, and contract interpretation rules.
- Define the scope of work, services, deliverables, and exclusions.
- Organize schedules, implementation stages, delivery, and acceptance procedures.
- Define the obligations, responsibilities, and performance deadlines of each party.
- Draft pricing, invoicing, payment terms, and financial adjustment provisions.
- Regulate taxes, expenses, additional costs, and discounts.
- Complete an exercise involving the redrafting of ambiguous or incomplete clauses.

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Day Three: Warranties, Liability, Indemnity, and Risk Management

- Draft contractual representations, undertakings, and warranties.
- Define performance, quality, and compliance standards.
- Regulate liability for delay, defects, and breach.
- Draft indemnity provisions for claims, losses, and damages.
- Establish liability caps, exclusions, and risks that cannot be excluded.
- Organize insurance requirements, bank guarantees, and financial retention.
- Complete a case study involving the allocation of risks between the parties to a commercial contract.

Day Four: Confidentiality, Intellectual Property, Change, and Termination

- Draft confidentiality provisions governing the use and permitted disclosure of information.
- Regulate data protection and related processing obligations.
- Determine ownership of work products, materials, software, and intellectual property rights.
- Draft procedures for requesting, assessing, and approving changes.
- Regulate force majeure events, exceptional circumstances, and their effects on performance.
- Define suspension, rescission, and termination events and notice periods.
- Prepare clauses explaining the legal and financial consequences of contract expiry or termination.

Day Five: Contract Review, Dispute Resolution, and Final Application

- Apply a legal, commercial, and operational contract review methodology.
- Identify inconsistencies among clauses, schedules, and appendices.
- Detect provisions that are ambiguous, incomplete, or unbalanced.
- Draft notices, governing law, jurisdiction, and related procedural clauses.
- Compare negotiation, mediation, arbitration, and litigation.
- Conduct a negotiation simulation covering liability, termination, and dispute resolution provisions.
- Prepare a complete draft commercial contract and review it against a defined assessment checklist.

Why Attend this Course: Wins & Losses!

- Develop a practical understanding of the legal principles governing commercial contracts.
- Improve the ability to convert commercial agreements into clear contractual provisions.
- Reduce ambiguity and inconsistency among contract clauses.
- Strengthen the ability to identify risks before contract signature.
- Improve the allocation of responsibilities and obligations between the parties.
- Develop stronger skills in drafting payment, delivery, and warranty provisions.
- Improve the quality of contract, schedule, and amendment reviews.
- Strengthen coordination among legal, financial, technical, and commercial departments.
- Improve the management of breach, delay, and claims.
- Gain practical tools for negotiating sensitive contractual provisions.
- Improve the organization of amendments, approvals, and contract versions.
- Support more accurate decisions when accepting or modifying contractual terms.

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Conclusion

Commercial contract drafting and legal provisions depend on understanding the transaction before selecting the language used in the agreement. Effective drafting begins by identifying the parties' objectives, the scope of the relationship, the required outcomes, potential risks, available resources, and the timelines governing performance. These elements are then converted into connected provisions that define rights and obligations clearly.

The course covers the legal foundations of contract formation, including offer and acceptance, capacity, authority, consideration, legality, and consent. Understanding these elements helps determine whether a contract is valid, binding, and enforceable. It also reduces the risks associated with unauthorized signatories or provisions that conflict with applicable law.

The course addresses the organization of contracts through a structured sequence that begins with titles, recitals, and definitions, followed by scope, obligations, pricing, payment, and delivery provisions. This structure helps prevent repetition and conflict and enables contract users to locate relevant information and monitor performance more effectively.

The course also focuses on risk-related clauses, including warranties, liability, indemnity, insurance, and force majeure. These provisions require a clear understanding of the nature of each risk, the probability of occurrence, and the party best positioned to manage it. Transferring all risks to one party without considering the effect on pricing, performance, and business continuity may create an impractical or unstable contract.

The course explains the importance of drafting confidentiality, data protection, and intellectual property provisions according to the nature of the information and work exchanged. Such clauses should define the scope of protection, relevant exclusions, permitted uses, the duration of obligations, and the required procedures upon termination of the relationship.

The course also addresses change management because commercial contracts may be affected by changes to scope, specifications, schedules, or prices. Written change procedures support proper documentation, impact assessment, responsibility allocation, and the prevention of additional work being performed without clear authorization.

The course clarifies the difference among suspension, rescission, and ordinary termination, as well as the legal and financial consequences of each. These consequences may include outstanding payments, the return of property, delivery of completed work, and the continuation of certain obligations after termination, such as confidentiality and dispute resolution.

Effective contract drafting also requires the selection of an appropriate method for managing disputes. The course therefore covers negotiation, mediation, arbitration, and litigation, together with governing law, jurisdiction, and notice provisions. The most appropriate option depends on the nature and value of the transaction, the location of the parties, and the expected time and cost of resolving a dispute.

By the end of the course, participants will have a practical framework for analyzing transactions, drafting contractual provisions, reviewing agreements, and identifying risks and gaps. This framework helps organizations improve contracting quality, reduce disputes, clarify responsibilities, and support more disciplined performance of commercial obligations.

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