

Contract Management & Legal Drafting

Istanbul (Turkey)

10 - 21 November 2024

UK Training

PARTNER



Contract Management & Legal Drafting

Code: LD28 From: 10 - 21 November 2024 City: Istanbul (Turkey) Fees: 7800 Pound

Introduction

This training course covers the three stages of contracting; negotiating the "deal"; drafting and documenting that deal in a robust, but practical way, drafting different legal letters, and managing the performance of the contract itself. This training course will help participants to have an awareness of practices in other areas and other industries, which can add significant value to their own situations. Moreover, the training course will also give an opportunity to consider matters from the perspective of the other party to a contract

Course Objectives of Contract Management & Legal Drafting

- Understand the need to negotiate the "deal" before structuring the contract documentation
- Utilize the tools & techniques to assist in such negotiations & enhance the efficient management of contract
- Assess the drafting and modification of specific contract clauses, using real examples from insurance and factories
- Apply good legal writing practice
- Demonstrate the register of legal writing
- Examine ways to avoid disputes, or manage them successfully
- Practical tips for business professionals to deal with the consequences of non-performance like machines or conditions
- Analyzing the mechanics of contracting in the English language

Course Outlines of Contract Management & Legal Drafting

Day 1

What is the "deal" behind the contract, and how do you get there?

- What constitutes a contract: form, ingredients, and basic structure
- The context of commercial arrangements
- Innovative commercial solutions e.g. Partnering, "BOOT" contracts, etc
- Relationship between negotiation and contract drafting
- Closing a deal - Authority to sign and agency principles
- Formalities to finalize the contract

Day 2

Negotiating and Drafting Contracts



- Negotiating Principles in Contracting
- Negotiating in difficult and complex situations
- Structuring complex documents - the hierarchy of terms
- Using and modifying standard forms
- Precedent in international contracting
- Dealing with contract qualifications and amendments

Day 3

Legal Drafting for organizations & factories

- Signs of a well-drafted contract: The simple rules!
- The language of drafting: Will v Shall v Must
- Identifying the legal formalities for a binding contract
- Structure and formation of a commercial contract: Follow the formula and you won't go wrong
- The importance of Boilerplate clauses: overlooking them can cost the business billions of pounds.

Day 4

The preliminary documents- using Heads of Terms effectively

- Vague words and expressions in commercial contracts- know the pitfalls!
- Overview of cross border contracts: Distribution v Joint venture v Agency agreements
- Share Purchase Agreements: allocating risks between the buyer and seller
- Troubleshooting: trace and correct errors in your contract

Day 5

Plain English in Legal Correspondence

- Good legal writing practice
- Moving from legalese to Plain English
- Unnecessary archaic and meaningless phrases
- Collocations
- Pitfalls and issues relating to the use of legal jargon in legal writing
- Writing short emails
- Writing long emails
- Writing formal emails

Day 6

Legal Writing Troubleshooting for insurance and other sectors

- The problem of English idioms
- Rephrasing English idioms easily confuses words
- Cutting unnecessary
- y words
- Use of consistent terminology
- Ambiguity: How to avoid it
- Vagueness: How to avoid it



Day 7

Misuse of the preposition in dates

- Problem words
- Constantly litigated words
- Personal pronouns
- Choosing the right words
- Rewriting sentences to remove gender-specific language

Day 8

Drafting Specific Clauses in Production & Services

- Operative provisions and performance obligations
- Title, Risk, and Payment Provision
- Contract variations: transfer of rights, amendment, and the scope of work
- Termination, suspension, and remedies for default
- Limitation and exclusion of liability, force majeure, and waiver
- Law of the contract and dispute resolution

Day 9

Effective Contracts Management

- Risk assessment and management
- Assignment of responsibilities and kick-off meetings: Setting and managing expectations
- Dealing with defaults, delays, and disruption
- Managing claims
- Payment issues - including international trade
- Lessons learned

Day 10

Dealing with Disputes

- Recognizing potential problems and dealing with issues as they arise
- Legal rights and commercial outcomes distinguished
- Negotiation structures for internal dispute resolution
- External dispute resolution - Litigation and Arbitration
- Modern alternatives in dispute resolution -
 - Adjudication
 - Expert Determination
 - Mediation
- Overview of the course, and final question session



Blackbird Training Cities

Europe



Copenhagen (Denmark)



Sarajevo (Bosnia and Herzegovina)



Málaga (Spain)



Cascais (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Los Angeles (USA)



Florida (USA)



Online



Phoenix (USA)



Texas (USA)



Boston (USA)



Washington (USA)



Miami (USA)



New York (USA)



Toronto (Canada)

USA & Canada

UK Training
PARTNER



Blackbird Training Cities

Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia)



Bangkok (Thailand)



Beijing (China)



Singapore (Singapore)
(Kuwait)



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Jakarta (Indonesia)

Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER



Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



BLACKBIRD
FOR TRAINING

 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

