

Contract Leadership for Non-Legal Professionals

Vienna (Austria)

22 - 26 September 2025

UK Training

PARTNER



Contract Leadership for Non-Legal Professionals

Code: LD28 From: 22 - 26 September 2025 City: Vienna (Austria) Fees: 5100 Pound

Introduction

If you are working in a commercial organisation, you need to understand contracting. Every person in a commercial organization deals with contracting in everyday business life. This training course will ensure that you develop your contracting awareness and skills. This training course is essential for all personnel within the organization. Every organization relies on contracts to protect the interests of the company and manage risk effectively. It is imperative that everyone in the organization understands the issues and processes involved in a contracting scenario.

Course Objectives

- Recognise the appropriate contracting strategy to adopt.
- Show how contracting techniques can be used in different situations.
- Improve the ability of managers to analyze contracts.
- Illustrate some of the pitfalls that exist within contracting.
- Control contract negotiations more effectively.

Course Outlines

Day 1

The Basis of Contracting

- Why we use contracts.
- Legal requirements for a valid contract.
- Oral contracts.
- Electronic contracts.
- Terms and conditions of the contract.
- Authority to contract.

Day 2

Risk and Different Contracting Types

- How to assess and manage risk.
- Traditional contract types.
- Modern contract types.
- Bonds and Guarantees.
- Letters of Intent.
- Which Law?



Day 3

Major Contract Terms

- Obligation to perform.
- Defective goods.
- Liability issues.
- Indemnities and Insurance.
- Intellectual property.
- Force Majeure.

Day 4

Changes and Variations, Payment and Close-out Issues

- Changes and Variations.
- Payment issues.
- Letters of Credit.
- Warranty claims.
- Suspension and Termination.
- Contractual issues on close-out.

Day 5

Negotiation, Avoidance, and Resolution of Disputes

- Negotiation, compromise, and settlement.
- Litigation.
- Arbitration.
- Mediation.
- Expert Determination.
- Dispute Review Boards.



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