

Contracting Essentials: Mastering Negotiation and Drafting

Istanbul (Turkey)

11 - 15 May 2025

UK Training

PARTNER



Contracting Essentials: Mastering Negotiation and Drafting

Code: LD28 From: 11 - 15 May 2025 City: Istanbul (Turkey) Fees: 4600 Pound

Introduction

This training course provides a comprehensive overview of the key stages involved in contracting, including negotiation, drafting strong contract documents, and performance management. Participants will explore insights from a range of industries and learn to adopt the perspective of the other party in contractual agreements.

Course Objectives

- Grasp the negotiation process before drafting contracts.
- Employ effective tools and techniques for negotiation and contract management.
- Draft and amend specific contract clauses through real-world examples.
- Utilize best practices in legal writing to enhance clarity.
- Formulate strategies for dispute avoidance and management.
- Analyze contracting mechanics using straightforward language.

Course outlines

Day 1: The Foundation of Contracts and Negotiation

- Understanding Contracts: Explore the elements, structure, and commercial context that define a contract.
- Negotiating the Deal: Learn key principles and innovative solutions such as Partnering and BOOT contracts.
- Closing the Deal: Understand the authority to sign, agency principles, and necessary formalities.

Day 2: Negotiation and Drafting Techniques

- Negotiation Strategies: Develop approaches for navigating complex situations.
- Drafting Contracts: Learn how to structure documents, establish a hierarchy of terms, and modify standard forms.
- Contract Qualifications: Manage amendments and gain insight into precedents in international contracts.

Day 3: Legal Drafting Essentials

- Characteristics of Effective Contracts: Identify the hallmarks of well-drafted contracts.
- Language of Drafting: Understand key terms e.g., Will vs. Shall vs. Must and boilerplate clauses.
- Formalities for Binding Contracts: Examine the structure and significance of clarity in legal writing.

Day 4: Practical Applications and Troubleshooting



- Heads of Terms: Learn to utilize preliminary documents effectively.
- Cross-Border Contracts: Understand differences in distribution, joint ventures, and agency agreements.
- Troubleshooting Contracts: Identify and rectify errors while managing associated risks.

Day 5: Contract Management and Dispute Resolution

- Effective Contract Management: Conduct risk assessments, assign responsibilities, and manage defaults.
- Dispute Resolution: Recognize potential issues and explore internal negotiation strategies and external options litigation, arbitration, mediation.
- Course Summary and Q&A: Recap key learnings and provide an opportunity for participant questions.



Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



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)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)



Blackbird Training Cities

Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



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

UK Training

PARTNER

