

Making commercial contracts work



A practical senior-level session on the design of contracts and how best to make commercial advantage from them

This half-day course focuses upon the standard contents of a commercial contract, and explores how contract law can impact upon a company's commercial objectives – and how companies can make contracts work to their advantage.

Designed for company secretaries and senior executives, the course offers a practical understanding of some of the rules governing contracts, together with tips on effective negotiating techniques and an understanding of the variety of contractual arrangements and typical clauses from which to choose (and how those clauses are used). Delegates are expected to finish the course with an understanding of where the legal risks lie, the penalties should they get it wrong – and insight into how they might best reap the benefits from commercial transactions.

Programme

13:00	Registration & tea/coffee
	Typical commercial contracts; structure and format Making the contract – danger points and the pitfalls
	Tactics in the negotiation of contracts; using contractual arrangements to your advantage The battle of the forms
	Exploring the standard terms and how the legal clauses are used Commencement Execution Termination clauses Conditions precedent Confidentiality provisions and key commercial terms Excluding third party rights Retention of title clauses Insurance provisions Effect of insolvency
	The implications of exclusion and limitation clauses
	Arbitration
17:00	Close