

Contract Management & Negotiation Strategy Masterclass

Law and Contract Management
Vienna (Austria)
07 - 11 Apr 2025

UK Training

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Contract Management & Negotiation Strategy Masterclass

Ref: 3109_137045 **Date:** 07 - 11 Apr 2025 **Location:** Vienna (Austria) **Fees:** 4400 Euro

Introduction

This training course covers the three stages of contracting; negotiating the 'deal'; documenting that deal in a robust, but practical way; 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 Management and Negotiation Skills

- 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
- Introduce some of the differences in approach in different jurisdictions
- Examine ways to avoid disputes, or to manage them successfully
- Practical tips for business professionals to deal with the consequences of non-performance
- Analyzing the mechanics of contracting in the English language

Course outlines of Management and Negotiation Skills

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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 finalise 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

Drafting Specific Clauses

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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- 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 4

Effective Contracts Management

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

Day 5

Dealing with Disputes

- Recognizing potential problems and dealing with issues as they arise
- Legal rights and commercial outcomes distinguished

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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- 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

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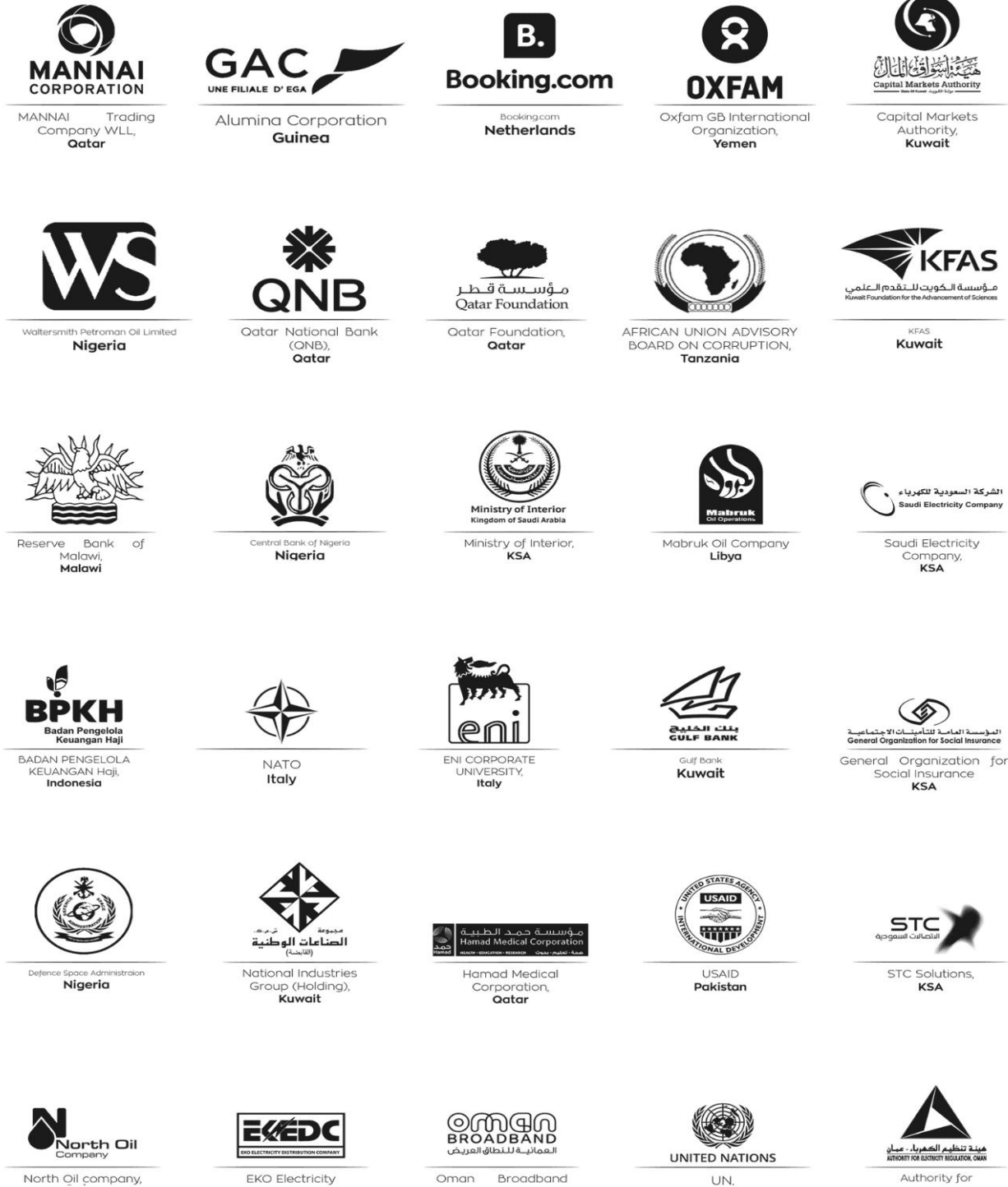
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www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335