

Laws of Business & Commerce

Law and Contract Management
Düsseldorf (Germany)
13 - 17 Jan 2025

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The image features a chessboard with several chess pieces. In the foreground, a large, ornate king piece is prominent, flanked by two smaller pawns. The chessboard is set against a background of concentric, light-colored circles that create a sense of depth and focus. The overall aesthetic is professional and strategic.

Laws of Business & Commerce

Ref: 321414_139599 **Date:** 13 - 17 Jan 2025 **Location:** Düsseldorf (Germany) **Fees:** 4200 Euro

Introduction

This course is designed for professionals with no prior legal background but who are required to make organizational decisions involving legal matters. It will provide participants with the fundamental principles of commercial law, including commercial contracts and negotiation, sale of goods, intellectual property rights, and employee relations. Delegates will gain an in-depth understanding of both international and GCC commercial law and have the opportunity to learn and analyze key issues that they are likely to encounter within their organization.

Course Objectives - Laws of Business & Commerce

- Apply legal rules and principles to specific commercial situations through consideration of relevant case law
- Draft and negotiate commercial contracts complying with commercial and legal requirements
- Increase profitability within their organization by selecting appropriate methods of distribution of goods
- Recognize and analyze how intellectual property rights affect their organization
- Evaluate and modify organizational employment practices complying with labor law requirements

Course Outline - Laws of Business & Commerce

Day 1

Commercial Law overview

- The terminology used in commercial law
- Types of contracts
- Legal considerations

Commercial contracts

- Common law
- Civil law
- The legal formalities in contract creation
- Commercial contract interpretation issues

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- Remedies for breach of contract

Day 2

Drafting contracts

- Drafting commercial contracts in English
- Negotiating commercial contracts
- Boilerplate clauses: The important but forgotten clauses
 - Amendment
 - Arbitration
 - Force majeure
 - Notices
 - Set off
- Sale of Goods
- Supply of goods
 - Distributorship
 - Agency
 - Franchise

Day 3

Choosing the right business vehicle for a commercial entity

- When to use mergers
- Joint ventures: A strategic option for business
- Procurement activities
 - Legal risk
 - Commercial risk

Day 4

Managing risk

- Prevention is better than cure: Effective risk management
- Intellectual property rights management
 - Applying copyright
 - Applying for trademarks
 - Industrial property

Day 5

Other legal considerations in the GCC

- Employment issues in the GCC
 - GCC labor law
 - Recruitment and termination
 - Employment contracts

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- Commercial real estate in the GCC
- Q&As with open discussion

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