Contract Law Essentials: Formation of Contract (Module 1)

19 – 23 September 2027
Tunis (Tunisia)



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Why This Course

In today's legal and business environment, contracts form the foundation of countless commercial and professional relationships. Yet before a contract can be enforced, it must first be formed properly. A clear understanding of the legal principles that govern offer, acceptance, consideration, capacity, legality, and intention is essential for anyone involved in drafting, negotiating, or reviewing agreements. Strong knowledge of contract formation helps prevent disputes, reduce legal uncertainty, and support more effective transactions.

This intensive 1-week course provides a comprehensive introduction to the fundamental principles of contract formation. Participants will gain a deep understanding of the essential elements required to create legally binding agreements. Through a combination of theoretical knowledge and practical exercises, attendees will develop the skills necessary to draft, negotiate, and analyze contracts effectively.

What You'll Learn and Practice

By joining this program, you will:

- Understand the key elements required for valid contract formation.
- Analyze and apply principles of offer, acceptance, and consideration.
- Recognize the importance of capacity and legality in contract formation.
- Develop skills in drafting clear and enforceable contractual terms.
- Identify common pitfalls and legal issues in contract formation.
- Apply contract formation principles to real-world scenarios.

The Program Flow

Day 1: Introduction to Contract Law and Offer

- Overview of contract law and its importance.
- Sources of contract law.
- Elements of a valid contract.
- Concept and requirements of a valid offer.
- Termination of offers.



Day 2: Acceptance and Agreement

- Rules governing acceptance.
- Communication of acceptance.
- Mailbox rule and exceptions.
- Counter-offers and negotiations.
- Battle of the forms.

Day 3: Consideration and Promissory Estoppel

- Concept and requirements of consideration.
- Adequacy of consideration.
- Past consideration and pre-existing duty rule.
- Promissory estoppel doctrine.
- Exceptions to the consideration requirement.

Day 4: Capacity and Legality

- Contractual capacity of parties.
- Minors and contracts.
- Mental incapacity and intoxication.
- Legality and public policy considerations.
- Consequences of illegal contracts.

Day 5: Intention and Form

- Intention to create legal relations.
- Express and implied terms.
- Formal requirements for certain contracts.
- Electronic contracts and digital signatures.
- Practical contract drafting exercise.

Individual Impact

- Strengthen your ability to identify and apply the essential elements of contract formation in different contexts.
- Enhance your skills in drafting clearer and more enforceable contractual terms.
- Build greater confidence in negotiating and analyzing contract formation issues.
- Gain practical understanding of how to recognize and avoid common legal pitfalls in agreements.



Work Impact

- Improve the quality and enforceability of contracts used in business and legal settings.
- Strengthen negotiation and review processes through better understanding of formation principles.
- Support more effective risk reduction in contractual relationships.
- Enhance the organization’s ability to address contract formation issues before they develop into disputes.

Training Methodology

This program integrates legal foundations, practical drafting, and applied analysis to ensure real-world relevance and professional impact. Learning methods include:

- Real-world case studies on contract formation issues and disputes.
- Practical exercises in offer, acceptance, and drafting analysis.
- Interactive workshops on negotiation, enforceability, and legal interpretation.
- Group discussions on common contract formation challenges and solutions.
- Frameworks and tools for applying contract formation principles in practice.

Beyond the Course

Upon completion, participants will be better equipped to understand and apply contract formation principles with greater confidence, legal awareness, and practical skill. They will return ready to:

- Analyze contract formation issues more effectively.
- Draft and negotiate agreements with stronger legal foundations.
- Identify enforceability risks earlier in the contracting process.
- Support clearer, more reliable, and more effective contractual relationships.

