MERCURY

Smart Contracting: Leveraging AI in Legal Drafting and Negotiation

17 – 21 May 2027
Rome (Italy)



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Ref: 16348_1016890 **Date:** 17 – 21 May 2027 **Location:** Rome (Italy) **Fees:** 7200 Euro

Introduction:

Smart contracting is transforming the legal and business environment by combining artificial intelligence with contract automation, negotiation, and compliance monitoring. This Smart Contracting: Leveraging AI in Legal Drafting and Negotiation course provides participants with a structured understanding of how AI-driven systems streamline contract creation, improve accuracy, and reduce risks in legal agreements.

Learners will explore how machine learning and natural language processing enhance contract drafting and negotiation processes. The Smart Contracting: Leveraging AI in Legal Drafting and Negotiation training course examines legal technology applications across various industries, with a focus on digital transformation, efficiency, and cost reduction.

The Smart Contracting: Leveraging AI in Legal Drafting and Negotiation program highlights the importance of integrating AI while ensuring legal compliance, ethical use, and risk management. It empowers professionals to apply advanced legal technology for smarter, faster, and more effective contracting strategies. Participants will gain theoretical insights into the implementation of smart contracts.

Targeted Groups:

This Smart Contracting: Leveraging AI in Legal Drafting and Negotiation training targets professionals seeking specialized knowledge and skills:

- Legal practitioners interested in technology-enabled contracting.
- Corporate lawyers handling digital and cross-border agreements.
- In-house counsel aiming to optimize negotiation workflows.
- Compliance officers focusing on AI-based risk management.
- Contract managers seeking automation for drafting and review.
- Business consultants exploring legal innovation strategies.
- Technology professionals working on AI-driven legal tools.
- Entrepreneurs negotiating digital and international contracts.

Course Objectives:

Participants will achieve the following objectives by the Smart Contracting: Leveraging AI in Legal Drafting and Negotiation course completion:

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- Understand the foundations of AI in modern contracting.
- Analyze the role of AI in drafting, reviewing, and managing contracts.
- Apply AI tools to improve accuracy and efficiency in negotiation processes.
- Evaluate the risks and limitations of AI in legal practice.
- Develop structured strategies for contract automation and compliance.
- Identify ethical, legal, and regulatory considerations in AI-based contracting.
- Synthesize best practices for integrating AI into legal workflows.
- Create frameworks to manage digital agreements with reduced risks.
- Demonstrate skills in analyzing AI-powered contract case studies.
- Critically assess future trends in smart legal contracting.
- Apply knowledge in simulated negotiation scenarios.
- Build confidence in leveraging AI for practical contract drafting.
- Formulate strategies for improving organizational legal operations.
- Interpret global trends shaping the future of smart contracting.

Targeted Competencies:

Participants will gain the following competencies during the Smart Contracting: Leveraging AI in Legal Drafting and Negotiation program:

- Knowledge of AI applications in contract law.
- Skills in drafting and reviewing digital agreements.
- Ability to analyze risks in automated contracting.
- Competence in using AI for negotiation optimization.
- Understanding compliance in technology-enabled contracts.
- Capacity to apply structured contract management frameworks.
- Proficiency in legal risk assessment with AI tools.
- Analytical skills for reviewing case studies.
- Strategic Thinking in the Digital Transformation of Legal Processes.
- Practical confidence in applying smart contracting models.

Studying Scenarios:

In this Smart Contracting: Leveraging AI in Legal Drafting and Negotiation training, participants will develop their skills through the analysis of the following scenarios:

- Drafting a cross-border digital contract using AI-assisted tools.
- Negotiating a technology license agreement with AI support.
- Reviewing a complex partnership contract for risk factors.
- Automating compliance clauses in supply chain agreements.
- Resolving disputes using AI-based contract analysis.
- Managing Confidentiality Agreements in a Multinational Deal.
- Implementing AI in procurement contract workflows.
- Designing smart templates for repetitive contract types.

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Course Content:

Unit 1: Foundations of Smart Contracting and AI in Law:

- Introduction to smart contracts and their evolution.
- Key principles of AI in legal technology.
- Differences between traditional and AI-enabled contracts.
- Legal validity and enforceability of smart contracts.
- Ethical and Regulatory Frameworks Shaping AI Use.
- Role of natural language processing in legal drafting.
- Overview of blockchain and digital contracting systems.
- Industry examples of AI in contract lifecycle management.

Unit 2: AI in Legal Drafting - Tools and Applications:

- Fundamentals of AI-driven contract generation.
- Benefits of AI in reducing drafting errors.
- Role of predictive analytics in clause selection.
- Creating standardized templates with AI.
- Case examples of AI-assisted contract drafting.
- Comparing human versus machine drafting approaches.
- Impact of AI on Legal Language and Interpretation.
- Integration of AI with document management systems.
- Risks of overreliance on AI in drafting.

Unit 3: AI in Contract Negotiation and Risk Management:

- Overview of AI negotiation support systems.
- Predictive tools for contract negotiation outcomes.
- Using AI for counterparty behavior analysis.
- Risk assessment in automated contracting.
- Case Studies of AI in International Deal Negotiations.
- Balancing human expertise with AI recommendations.
- Reducing negotiation timelines through AI support.
- AI in monitoring and enforcing contract obligations.

Unit 4: Smart Contract Automation and Compliance:

- Role of Automation in Contract Lifecycle Management.
- Compliance challenges in AI-based contracting.
- Integrating AI with regulatory monitoring systems.
- Automating renewal, termination, and performance tracking.
- AI in cross-border compliance enforcement.
- Designing automated approval workflows.
- Practical examples of compliance risk mitigation.
- Security and Privacy in Digital Contract Automation.

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Unit 5: Future of AI in Smart Contracting:

- Emerging trends in legal technology adoption.
- AI advancements in dispute resolution.
- Integration of blockchain with AI for contract security.
- Future skills required for AI-enabled legal practice.
- Predicting industry-wide adoption of smart contracting.
- Challenges of AI ethics and transparency.
- Impact of AI on law firms and corporate legal departments.
- Building resilience in organizations through digital contracting.
- Long-term opportunities for professionals in AI-driven law.

Final Insights & Key Takeaways:

Smart contracting is redefining the legal and business landscape by combining AI efficiency with legal precision. This course equips professionals with theoretical knowledge and structured approaches to manage AI-assisted contracts. Participants will navigate the evolving future of legal technology with confidence.