MERCURY

Understanding Commercial Contracts Workshop

5 – 9 July 2027
Milan (Italy)



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Ref: 121215_1071547 **Date:** 5 – 9 July 2027 **Location:** Milan (Italy) **Fees:** 6200 Euro

Introduction:

This Understanding Commercial Contracts workshop provides a deep exploration of the principles, structures, and applications of commercial contracts in modern business environments. It equips participants with the analytical skills needed to interpret, review, and negotiate a wide range of contractual agreements. It examines essential legal concepts, key clauses, and risk management frameworks relevant to commercial transactions.

Participants will understand how contractual obligations influence business strategy and operational performance. The Understanding Commercial Contracts training emphasizes practical, real-world scenarios to strengthen theoretical knowledge. It enhances professional capabilities in drafting, interpretation, and dispute avoidance across commercial settings.

Targeted Groups:

This Understanding Commercial Contracts workshop targets professionals seeking specialized knowledge and skills:

- Legal advisors seeking enhanced contract interpretation skills.
- Contract administrators working with commercial agreements.
- Procurement officers handling supplier contracts.
- Business managers need improved negotiation insights.
- Compliance professionals reviewing contract obligations.
- Project leaders oversee contractual deliverables.
- Entrepreneurs managing commercial partnerships.
- Financial professionals interacting with contractual terms.

Workshop Objectives:

Participants will achieve the following objectives by completing the Understanding Commercial Contracts workshop:

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- Understand the structure and purpose of commercial contracts.
- Identify key clauses and analyze their operational impact.
- Strengthen the ability to review, phrase, and assess contract terms.
- Apply critical thinking to evaluate contract risks and protections.
- Enhance skills in drafting legally sound contractual provisions.
- Develop strategies for negotiating favorable terms.
- Improve understanding of obligations, liabilities, and remedies.
- Apply contract analysis skills to business decisions and planning.
- Interpret legal language with greater accuracy and confidence.
- Strengthen awareness of contract lifecycle management processes.

Targeted Competencies:

Participants will gain the following competencies during the Understanding Commercial Contracts program:

- Ability to analyze and interpret commercial contract clauses.
- Skills in drafting concise and precise contractual language.
- Competency in identifying risks and legal exposures.
- Capability to negotiate terms aligned with business goals.
- Understanding of compliance obligations and contract enforcement.
- Proficiency in reviewing agreements for accuracy and completeness.
- Strong decision-making skills related to contract management.
- Ability to assess contractual remedies and dispute options.
- Insight into contract lifecycle processes and documentation.

Studying Scenarios:

In this Understanding Commercial Contracts training, participants will develop their skills through the analysis of the following scenarios:

- Reviewing supplier contract terms in a procurement case.
- Identifying risks in a distribution agreement.
- Assessing breach consequences in a service contract.
- Evaluating liability clauses in a partnership agreement.
- Drafting corrective amendments for unclear terms.
- Examining dispute scenarios related to contract delays.
- Analyzing confidentiality breaches in commercial settings.

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Workshop Content:

Unit 1: Foundations of Commercial Contracts:

- Definition, purpose, and components of commercial contracts.
- Essential legal principles governing contractual relationships.
- Identifying the intent and enforceability of agreements.
- Structure and hierarchy of commercial contract documents.
- Standard terminology and legal phrasing used in contracts.
- Understanding obligations, performance, and consideration.
- Types of commercial agreements used in modern markets.
- Key elements required for contract validity.

Unit 2: Contract Clauses, Terms, and Risk Management:

- Detailed overview of essential contract clauses.
- Scope of work and performance requirements.
- Payment terms, schedules, and financial obligations.
- Liability limitations and indemnification clauses.
- Confidentiality, IP rights, and data protection terms.
- Termination conditions and exit strategies.
- Risk allocation across contract clauses.
- Assessing exposure and mitigation options.

Unit 3: Drafting and Reviewing Commercial Contracts:

- Principles of effective contract drafting.
- Creating clear, concise, and enforceable clauses.
- Identifying ambiguous or conflicting language.
- Techniques for structuring contract sections.
- Reviewing contracts with legal accuracy.
- Aligning contract terminology with business objectives.
- Drafting amendments, addenda, and supplementary terms.
- Ensuring regulatory and compliance accuracy.

Unit 4: Negotiation and Contract Performance:

- Preparing for contract negotiations strategically.
- Identifying leverage points and negotiation priorities.
- Techniques for negotiating key terms and clauses.
- Managing expectations and building mutual value.
- Implementing performance monitoring frameworks.
- Documenting performance obligations and timelines.
- Addressing contract deviations and corrective measures.
- Maintaining relationship management through contract terms.

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Unit 5: Disputes, Remedies, and Contract Lifecycle Management:

- Identifying sources of contractual disputes.
- Understanding breach types and legal consequences.
- Mechanisms for dispute resolution and mediation.
- Remedies available for non-performance.
- Managing claims and documenting issues.
- Contract lifecycle stages from initiation to closure.
- Evaluating contract renewal and renegotiation needs.
- Archiving and compliance procedures in contract management.

Final Insights & Key Takeaways:

Understanding commercial contracts requires structured knowledge, strong analytical skills, and the ability to interpret contract terms accurately. This workshop equips professionals with the confidence and tools needed to manage and apply commercial contract principles effectively.