MERCURY

International Contract Law and Practice

1 – 5 March 2027
Casablanca (Morocco)



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Ref: 15939_1081420 **Date:** 1 – 5 March 2027 **Location:** Casablanca (Morocco) **Fees:** 4500 Euro

Introduction to International Contract Law:

Understanding international contracts is essential for promoting trade, investment, and cross-border collaborations in today's global economy. This International Contract Law and Practice course provides an in-depth examination of the frameworks, principles, and regulations that guide these legal agreements.

By delving into topics such as contract formation, enforcement, and dispute resolution, participants will learn how international business contract law is integral to mitigating risks and ensuring legal compliance. This International Contract Law and Practice training is for professionals who want to specialize in international contract law.

The International Contract Law and Practice course provides insights into international business contract law and explores the structure, negotiation, and enforcement of international contracts. Participants will learn about various international contract formats and the key roles of an international contract manager and international contract lawyer.

This International Contract Law and Practice training course covers crucial topics such as international contract negotiation and the definition of an international contract. It offers practical experience in contract law practice for professionals working in global business environments.

Targeted Groups:

This International Contract Law and Practice course is designed for:

- Legal professionals and those pursuing careers as international contract lawyers.
- Corporate legal advisors and in-house counsel.
- Business executives and contract managers involved in cross-border transactions.
- Procurement and supply chain professionals dealing with international contracts.
- International trade and investment specialists.
- Compliance and risk management officers focusing on contract law practice.
- Arbitrators and mediators addressing international contract negotiation.
- Government and regulatory staff overseeing international trade agreements.

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Course Objectives:

Upon concluding this International Contract Law and Practice course, participants will be equipped to:

- Master the essential principles of international contract law.
- Develop expertise in drafting, negotiating, and managing international contracts.
- Navigate through significant international conventions and regulations.
- Enhance skills in identifying and overseeing legal risks associated with cross-border transactions.
- Learn effective dispute resolution techniques specific to international contract disputes.
- Implement best practices for compliance with global trade laws.
- Deepen understanding of jurisdictional challenges and contract enforcement internationally.
- Recognize the impact of cultural, economic, and legal differences on international contract format and formation.

Targeted Competencies:

Participants' competencies in this International Contract Law and Practice training will include:

- Profound understanding of international contract law definition and legal frameworks.
- Advanced skills in drafting and negotiating international contract agreements.
- Familiarity with dispute resolution mechanisms, including arbitration, mediation, and litigation.
- Capability to navigate international conventions like CISG and UNCITRAL.
- Expertise in risk management and compliance under global trade regulations.
- Proficiency in effectively enforcing contracts across diverse jurisdictions.
- Skills in conflict resolution within international business contexts.

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What is an International Contract?

An international contract serves as a critical tool in defining the rights and obligations of parties engaged in cross-border transactions. These contracts underpin global commerce, relying on a standardized international contract format and adhering to specific legal frameworks. Understanding what constitutes an international contract is vital for professionals engaged in drafting, negotiating, and managing these complex agreements.

Course Content:

Unit 1: Introduction to International Contract Law:

- Overview of international contract law principles.
- Key differences between domestic and international contracts.
- The role of international conventions and treaties.
- Understanding contract formation under international law.
- Common terms and clauses in international contracts.
- Sources of international contract law: national laws, treaties, and customs.
- The importance of jurisdiction and choice of law clauses.
- Common legal systems used in international contracts e.g., common law, civil law.

Unit 2: Drafting and Negotiating International Contracts:

- Key elements of drafting international contracts.
- Structuring terms to meet international standards.
- The role of language and clarity in contract drafting.
- Negotiation strategies for cross-border agreements.
- The importance of cultural awareness in negotiations.
- Identifying and addressing potential legal issues during negotiations.
- Drafting dispute resolution clauses: arbitration vs. litigation.
- Consideration of performance and payment terms in international agreements.

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Unit 3: International Trade Regulations and Conventions:

- The United Nations Convention on Contracts for the International Sale of Goods CISG.
- Key provisions of the CISG and their impact on international contracts.
- The role of the International Chamber of Commerce ICC in trade regulation.
- Understanding INCOTERMS and their application in international contracts.
- Trade-related laws and regulations from the World Trade Organization WTO.
- Regional trade agreements and their influence on international contract law.
- Import and export control regulations affecting contracts.
- Compliance with anti-money laundering AML and anti-bribery laws in international contracts.

Unit 4: Risk Management in International Contracts:

- Identifying common risks in international contracts e.g., currency fluctuation, political instability.
- Risk allocation and mitigation strategies in cross-border agreements.
- The role of force majeure clauses in managing unforeseen events.
- Managing breach of contract risks in international transactions.
- Insurance and indemnity clauses in international contracts.
- Due diligence processes to minimize legal risks.
- Impact of geopolitical risks on contract performance.
- Ensuring compliance with international anti-corruption regulations.

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Unit 5: Dispute Resolution in International Contracts:

- Overview of dispute resolution mechanisms in international contracts.
- The role of arbitration in international disputes.
- The advantages and disadvantages of litigation versus arbitration.
- Understanding the rules of major international arbitration institutions e.g., ICC, LCIA.
- Mediation and alternative dispute resolution ADR options.
- Enforcing arbitral awards and court judgments internationally.
- Jurisdictional issues in cross-border dispute resolution.
- Strategies for avoiding disputes through effective contract drafting.