MERCURY

Introduction to Business Contracts: Practical Guide Conference

6 – 10 June 2027
Kuala Lumpur (Malaysia)



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Ref: 8052_268106 **Date:** 6 – 10 June 2027 **Location:** Kuala Lumpur (Malaysia) **Fees:** 4600 Euro

Introduction:

A failure to fully comprehend all risk-related elements in business contracts can result in missed opportunities and costly disputes. Our introduction to business contract law program serves as a comprehensive guide to contract law training for commercial sector employees.

Attendees at the Introduction to Business Contract Law conference will gain invaluable insights into pricing, key commercial terms, and maximizing contract value through efficient contract management practices. This contract management seminar is designed to equip participants with the knowledge necessary to understand and navigate the complexities of contract law in business law.

Targeted Groups:

- Contract and Purchasing Personnel
- Project Management Professionals
- Employees in corporate or governmental organizations responsible for drafting, negotiating, or approving business contracts
- Legal and financial staff who require basic contract law training
- Any individual involved with or interacting with contracts within their organization.

Conference Objectives:

At the end of this business contract law training conference, participants will be able to:

- Gain more effective control over the contracting process.
- Comprehend the law and practice of risks associated with forming and managing business contracts.
- Analyze essential contract clauses and learn how to manage contract risk effectively.
- Distinguish critical terms and conditions, ensuring an accurate introduction of contract verbiage.
- Craft and negotiate contracts that safeguard corporate interests
- Anticipate potential issues and learn how to prevent or mitigate their effects through well-drafted contracts and robust management.
- Develop strategies to avoid disputes and prepare to handle them if and when they arise.

Targeted Competencies:

Upon the end of this business contract law training conference, target competencies will be able to:

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- Formulate contracts, including legal effectiveness and structural considerations.
- Address key contract clauses focusing on remedies for payment and non-payment scenarios.
- Ensure a party's performance obligations within the contract.
- Learn about liability considerations in the event of a breach of contract.
- Understand dispute resolution techniques and critical factors to consider.

Conference Content:

Unit 1: How Contracts are Created:

- Quantifying risks associated with contracts.
- Understand the benefits and importance of understanding contracts.
- Understand the pitfalls of misunderstanding contract management practices.
- Control the contract management training seminar process.
- Comprehend the deal and master the negotiation process.
- Overview of introduction to offer and acceptance in contract law.
- Navigate the battle of the forms.
- Understand the examination of consideration and intent within business law and contracts.
- Understand the implications of written vs. non-written agreements.
- Explore due diligence, permits, and financial stability.
- Recognize when you are committed to a contract.
- Know the fundamentals of contract formation in business law.
- Assess pre-contractual issues and pertinent documents.

Unit 2: Controlling the Contracting Process:

- Understand mechanisms and strategies for auctions, bids, and tenders.
- Delving into Invitations to Tender and Treat.
- The Role of Heads of Terms and Letters of Intent.
- Implement bonds and guarantees effectively.
- Utilize standby letters of credit.
- Craft a robust form of agreement.
- Explore contractual structures and standards terms of business.
- Address subcontracts and warranties within the hierarchy of agreements.

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Unit 3: Key Contract Clauses:

- Pre-contracts and post-contract "qualification phrases."
- Subject to contract.
- "Without prejudice".
- Subject to client comment.
- Securing Payment.
- Payment Obligations.
- Non-payment remedies.
- Letters of credit.
- Guarantees.
- Time and place of delivery.
- Late and failed delivery.
- Damage in transit.
- Ownership and Acceptance.
- Transfer of title and risk.
- Retention of title.
- Time is of the essence.
- Liquidated Damages.
- Delivery, Ownership, and Risk.

Unit 4: When Things Go Wrong:

- Contract Liability.
- Managing Liability.
- Limits of liability.
- Damages.
- Insurance and Indemnities.
- Product Liability.
- How a claim is brought in a contract
- How is a claim brought in negligence?
- Practical Risks.
- Force majeure.
- Frustration of a contract.
- Notices and Service.
- Authority to sign a contract.
- Power of Attorney.
- Termination/discharge.
- Transfer.
- Variation.
- Mistake.
- Entire Agreement and Waiver.
- Interpretation and Signing.
- When do contracts end?

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Unit 5: Disputes and Compliance:

- Choice of Law.
- Choice of dispute resolution.
- Negotiated settlement.
- Litigation.
- Arbitration.
- Learn mediation, adjudication, and experts.
- Settlement Issues.
- Enforcement of judgments and awards.
- Jurisdiction.
- Bribery.
- Corruption.
- Money laundering.
- Competition law.
- The Importance of Business Integrity.