MERCURY

Drafting and Negotiating International Commercial Contracts Course

7 – 11 December 2026
Rome (Italy)



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Drafting and Negotiating International Commercial Contracts Course

Ref: 9037_275766 **Date:** 7 – 11 December 2026 **Location:** Rome (Italy) **Fees:** 6200 Euro

Introduction:

This highly interactive international commercial contracts drafting and negotiation training seminar focuses on how your organization can minimize risk exposure, reduce costs, and the potential for disputes by discussing the key aspects of understanding, drafting, and negotiating contracts.

The international business contract drafting and negotiation course outlines how accurate and effective contract drafting can increase organizational efficiency. Additionally, it illustrates how to monitor and manage performance failures and provides tools, tips, and techniques for effectively resolving disputes to minimize your organization's cost and reputational risk exposure.

Skilled negotiators can help minimize risk, increase your organization's profit, and lay the foundation for long and mutually beneficial relationships. This international business contract drafting and negotiation training course offers practical guidance and key strategies and techniques to enhance your ability to negotiate more favorable contracts and better solutions to disputes.

Enhance your contract drafting and negotiation skills with this comprehensive international business contract drafting and negotiation course, which will equip you with the expertise required to draft and negotiate international commercial contracts.

Targeted Groups:

- Project and General Management.
- Contract administrators, managers, and claims handlers.
- Procurement and purchasing staff.
- Engineering, operational, and maintenance personnel.
- Commercial, financial, and insurance professionals.

Course Objectives:

By the end of this contract drafting and negotiation course, participants will be able to:

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- Evaluate the most appropriate contracting strategy.
- Assess and manage key contractual risks.
- Identify and avoid drafting pitfalls.
- Compare ways of dealing with performance failures.
- Negotiate deals, contracts, and disputes successfully.
- Understand how contracts can be used to manage risk.
- Recognize the use of different contracting strategies.
- Learn the ways of dealing with performance failures.
- Learn strategies, tools, and techniques for effective negotiation.
- Manage claims and resolve disputes.

Targeted Competencies:

By the end of this contract drafting and negotiation course, target competencies will be able to:

- Broadening the knowledge of a variety of contracting strategies.
- Extending the understanding of key risk areas and their management.
- Improving the knowledge of contract formation and proper drafting.
- Developing the knowledge of monitoring and managing performance failures.
- Enhancing strategic negotiation skills.
- Boosting confidence in dealing with potential disputes.

Key Benefits of Contract Drafting and Negotiation:

This international business contract drafting and negotiation training delves into mastering the art of drafting and negotiation. Participants will discover what contract drafting and negotiation are and why these skills are critical elements of successful international commercial contracts. With a contract drafting certificate course, individuals and organizations can secure robust contracts that safeguard against risks and lay a foundation for profitable and sustainable business relationships.

Course Content:

Unit 1: Function, Formation, and Validity of Contracts:

- Key Principles.
- Choosing the Right Strategy.
- Structure, Format, and Incorporation of Documents.
- Language, Words, and Phrases.
- How to Avoid Drafting Pitfalls?
- Use of International Standard Forms.

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Unit 2: Main Contract Clauses:

- Delivery, Performance, and Acceptance.
- Title and Risk.
- Programming and Completion.
- Changes and Variations.
- Price and Payment Terms.
- Security and Withholding Rights.

Unit 3: Other Key Clauses:

- Force Majeure.
- Intellectual Property Rights.
- Indemnities and Insurance.
- Bonds, Guarantees, Warranties.
- Remedies for Default.
- Damages and Limits/Exclusions of Liability.

Unit 4: The Role of Negotiation in Contract Drafting and Negotiation Training:

- What Is It - Why Use It?
- Characteristics of a Good Negotiator.
- Negotiation Strategies.
- Key Stages of Negotiation.
- Tools and Techniques.
- Negotiation in Practice.

Unit 5: Dispute Management:

- Choice of Law, Forum, and Jurisdiction.
- Contractual Management of Disputes.
- Alternative Dispute Management Strategies.
- Litigation or Arbitration?
- Enforcement Measures.

Conclusion:

Understanding the negotiation process is crucial in contract drafting and negotiating. This international business contract drafting and negotiation training covers what negotiation entails, the characteristics of a good negotiator, negotiation strategies, key stages of negotiation, and practical tools and techniques.

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By the end of this international business contract drafting and negotiation certificate, participants will have a deeper understanding of negotiation's critical role in contract drafting and negotiation.