PROJECT MANAGEMENT

BTS
Training & Consultancy

Law / Contracts Legal & Finance

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Course Description:

Contracts are used in commercial situations for two primary purposes: (1) to create a record of the terms of the agreement between the parties, and (2) to protect the legitimate interests of those parties. Striking the appropriate balance between these is the challenge, often unappreciated, of the person drafting the contract. This program is designed to help those involved in all stages of the contracting process to understand, anticipate and manage the consequences of the contracting process. Moreover, we will address the tension between commercial and legal interests and suggest methods of rationalizing, if not satisfying, the objectives of both perspectives.

What you will achieve?

- Significant improvements in the contracts you create will reward you with reduced breeches of contract and loss of time and money
- A knowledge of the structure which will result in better, clearer agreements for supplier performance
- The ability to select the right type of contract to use for best results
- A big savings in time by getting a full set of terms and conditions
- The ability to dissect warranties and insert strong, effective language
- The knowledge of how to use a suppliers contract to improve your negotiations and savings

What you will learn?

- Why you should understand contract law before you create the contract
- The principles of contract law that must be incorporated into all of your agreements
- Why prevention should be your overall objective in creating a contract
- How to protect your company's interests without killing the deal
- How to effectively and efficiently make use of forms and existing contracts
- The meanings and usage of legal terms that impact your contracts
- Why the contract for goods will differ from the contract for services
- How to minimize conflicts between your boilerplate and theirs
- How to create a contract that is clear and well accepted in commercial settings