



**Scandinavian Academy**  
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# Course: AI in Contract Management

Code	City	Hotel	Start	End	Price	Language - Hours
DAI-893	Florence (Italy)	Hotel Meeting Room	2027-01-11	2027-01-15	5950 €	En - 25

## Introduction:

The integration of Artificial Intelligence (AI) into contract management is revolutionizing how organizations draft, negotiate, and enforce agreements. This course provides a comprehensive understanding of how AI tools are reshaping contract law and commercial transactions, offering enhanced speed, compliance, risk mitigation, and strategic advantage in both local and cross-border agreements.

## General Objective:

To equip legal, procurement, and contract professionals with the knowledge and tools to strategically utilize artificial intelligence throughout the contract lifecycle — from drafting to negotiation and dispute resolution.

## Objectives:

- Understand the fundamentals and limitations of AI in contract law and practice.
- Use AI to improve contract drafting speed, accuracy, and compliance.
- Integrate AI in commercial negotiations while addressing legal and cultural nuances.
- Apply AI tools in managing contract performance, risks, and renewals.
- Explore AI's role in international dispute avoidance and resolution processes.



## Target Audience:

- Legal Advisors and In-House Counsel
- Contract Managers
- Procurement Managers
- Risk and Compliance Officers
- Commercial Managers
- Legal Technology Consultants
- Project Managers involved in contracts
- AI and Digital Transformation Specialists
- International Arbitration Professionals

## Course Outline

### Day 1: Introduction to AI in Commercial Contracts

- Introduction to AI in legal and business contexts
- Overview of business structures and types of contracts
- Evolution and societal applications of AI
- Capabilities and limitations of AI in contracting
- AI tools in contract negotiation: benefits and risks
- Essentials of contract formation: terms and conditions

### Day 2: AI in Contract Drafting - Speed, Accuracy, and Compliance

- Can AI draft enforceable commercial contracts?
- Overview of breach of contract remedies
- Compensatory, consequential, incidental, and liquidated damages
- AI's role in contract termination scenarios
- Traditional contract drafting challenges
- Benefits and risks of AI-assisted contract creation



- Best practices for adopting AI tools in drafting

### **Day 3: AI in Commercial Contract Negotiation**

- Principles of negotiating commercial contracts
- Case example: Joint Ventures and Production Sharing Contracts
- Balancing legal principles with commercial realities
- Overcoming language and cultural barriers
- Using AI to support negotiation strategies
- Understanding liability clauses, indemnity, and insurance provisions

### **Day 4: AI in Contract Management and Risk Control**

- AI's capabilities in managing contract risks
- Automating reminders: payments, renewals, milestones
- Performance tracking and identifying contract breaches
- Managing the contract lifecycle using AI platforms
- Data analytics in optimizing negotiation and compliance
- Managing indemnity, exclusions, performance clauses
- Legal challenges: force majeure, legal changes, disputes

### **Day 5: AI in Cross-Border Dispute Resolution**

- The role of AI in dispute avoidance and mitigation
- Designing AI-informed negotiation strategies
- Arbitration vs. Mediation: key distinctions
- Modern dispute resolution mechanisms: adjudication, dispute boards
- Enforcing international arbitration awards (New York Convention)
- Recent case law and legislative developments in AI and contract law



The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

### **Program Timings:**

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

### **The program includes:**

- A daily Coffee Break provided during the sessions to ensure participants comfort.