



SCANDINAVIAN ACADEMY
For Training and Development

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Course: Business and Commercial Contract Law

Code	City	Hotel	Start	End	Price	Language - Hours
784	Zurich (Switzerland)	Hotel Meeting Room	2025-03-03	2025-03-07	5450 €	En - 25

Course Overview

This Business and Commercial Contract law Course will provide attendees with a thorough grasp of the methods and best practices for dealing with the risks that come with contract development and administration. You will be able to negotiate better results for your company, your personal life, or your clients by avoiding costly blunders. It is a very comprehensive course that will give you detailed knowledge about the nuances of business contracts and the ways to manage them efficiently.

Course Objectives

- Learn about the risks associated with contract development and management
- Understand the terms and conditions of the contract by interpreting key contract provisions
- Recognize how to prevent conflicts
- Develop a thorough grasp of contract law
- Learn how to design simple and effective agreements using practical and hands-on strategies
- Examine any specific contracts or letters of intent
- Determine and defend the fundamental legal rules that underlie contract formation
- Outline understandable documents with proper structure, plain language, and risk management, such as contracts

Training Methodology



The following training approaches will be used in this collaborative Commercial and Business Contract Course: Lectures, Presentation, Seminars, group discussions, assignments, Functional Exercises & Case Studies Including interaction with the audience as possible and exercises on specific issues. To maximise interest and involvement, presentations will be kept brief and topical. Topics will be tailored to be as relevant as feasible to the participants' current or anticipated business concerns.

Organisational Benefits

- Examine assignment and novation to ensure that you are adequately protected in the event of a right transfer or sale
- Assure that the organization's contract development process is well-managed
- Consider the purpose and impact of common boilerplate clauses, as well as how clear wording may add value to your company
- Understand how penalties may be implemented by dealing with payments and interest terms
- Internal contracting processes should be improved
- Improve the organization's transactional and litigation risk management

Personal Benefits

- Develop your understanding of the dangers of drafting a contract without a confidentiality clause
- Increase knowledge of the contractual process
- Recognize the significance of essential contract provisions
- In practical activities under the supervision of an expert, learn about the hazards that may be caused by bad drafting
- Increase the effectiveness of contracting process control
- Obtain new ideas and views, discuss, and examine any conflicts or challenges you're having with participants from different organisations



Course Outline

Contracts Formation

- Risk Evaluation
- The Advantages of Contract Understanding
- Controlling the Contract Process
- Controlling the Negotiation by Understanding the Deal
- Offer and Acceptance of a Contract
- The Forms Battle
- Take into account and intend
- Documents and Pre-contractual Issues
- Permits, Due Diligence, and Financial Stability
- Concentrating on the specifics and essential terms

Taking Charge of the Contracting Process

- Tenders, Bids, and Auctions
- Tender Invitations and Treat
- Tender Invitations and Treat
- Contractual Structures
- Contractual Structures
- Subcontracts
- Letters of Comfort
- Warranties

Pre-contracts and Post-contracts

- Contract Bond
- Prejudice-Free
- Subject to Client Feedback
- Receiving Payment



- Obligations to pay
- Remedies for Non-payment
- Credit Letters

Risk, Responsibility, and Service

- Time and location of delivery
- Delivery Delays and Failures
- In transit damage
- Acceptance and ownership
- Title and Risk Transfer

Liability in Contracts

- Taking Care of Liability
- Liability limits
- Damages
- Indemnities and insurance
- Liability for Products
- Contractual Risks: How a Claim is Brought

Operative Clauses in a Contract

- Responsibilities
- Covenants
- Payment clauses
- Utilization of schedules and annexes
- Termination and Term Clause

Conflicts and Compliance

- Legal System Selection
- Dispute Resolution Option



- Negotiated Agreement
- Litigation
- Arbitration
- Experts, Mediation, and Adjudication

Trouble in Settlement

- Execution of Judgments and Awards
- Jurisdiction

The Value of Business Integrity

- Corruption
- Integrity
- Money Laundering
- The Law of Competition



The Scandinavian Academy for Training and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:

• **Theoretical Lectures:**

- We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.

• **Scientific Assessment:**

- We evaluate trainees skills before and after the course to ensure their progress.

• **Brainstorming and Interaction:**

- We encourage active participation through brainstorming sessions and applying concepts through role play.

• **Practical Cases:**

- We provide practical cases that align with the scientific content and the participants specific needs.

• **Examinations:**

- Tests are conducted at the end of the program to assess knowledge retention.

• **Educational Materials:**

- We provide both printed and digital scientific and practical materials to participants.

• **Attendance and Final Result Reports:**

- We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.

• **Professionals and Experts:**

- The programs scientific content is prepared by the best professors and trainers in various fields.

• **Professional Completion Certificate:**

- Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.

• **Program Timings:**

- Training programs are held from 10:00 AM to 2:00 PM and include coffee break sessions during lectures.