



Contract law for non lawyers



13 - 17 April 2025



Istanbul (Turkey)

Contract law for non lawyers

course code: M4103 From: 13 - 17 April 2025 Venue: Istanbul (Turkey) - Radisson Blu Sisli course Fees: 4500 Euro

Learning objectives for this workshop

- Understand contractual terms and their impact on the business
- Explore key elements of commercial contracts
- Analyse commercial risks and opportunities in terms of your own business environment
- Be able to propose appropriate means to mitigate risks
- Discover how to review third party contracts effectively
- Learn how to identify areas that require specialist legal advice or Board-level approval
- Find out how to use internal or external legal resources more effectively

Course Outline

- Objectives for today - setting out our objectives for delegates and their benefit to your business
 - A Memory Game - get those grey cells working!
 - Exercise: Buying a commodity
 - Consequences of Confusion - the pain of getting it wrong
 - Defining Commercial Relationships - the fundamental markers
 - Exercise: Define a typical deal for your business
 - Exercise: Which legal terms define each area of the relationship?
 - Who Does What When?
- Vendor Responsibilities
- The importance of clear specifications and change control
 - Purchaser Responsibilities
 - Delivery
 - Intellectual Property
 - The importance of timing
- When Does Payment Occur?
- Defining Milestones
- Good Acceptance Criteria
 - Readiness for Invoicing
 - Taxes and other payment headaches
- Exercise: Comparing vendor and purchaser acceptance provisions
 - What Happens if Things Go Wrong?
- Warranties and warranty remedies
- Limiting liability
 - Indemnities
 - Confidentiality
 - Liquidated Damages
 - Applicable law and dispute resolution
 - Termination

- Survival provisions

- Exercise: Comparing vendor and purchaser warranty provisions
- Exercise: Finding your way around a contract
- Recap: Review of key contract components
- Review of Objectives
- Introduction to the Online Training Resources

