



Drafting and Negotiating International Commercial  
Contracts



16 - 27 March 2025



Kuala Lumpur (Malaysia)

# Drafting and Negotiating International Commercial Contracts

course code: P9036 From: 16 - 27 March 2025 Venue: Kuala Lumpur (Malaysia) - Royale chulan hotel course Fees: 6750 Euro

## Program Content

This program will provide you the skills to Draft International Commercial Contracts and to Successfully Negotiate them Protecting your Organizations Strategic Interests.

Program will ensure you will consider all possible situations that may arise during the execution, operation, maintenance, expansion and end of life of the transaction. Participants are provided extensive checklists and notes to assist them in their work.

Negotiating the Contract issues will cover Strategies, Quantified Evaluation of Concessions, Win-Win and Non-Zero Negotiating Strategies.



