PARTNERS IN KNOWLEDGE UK LTD
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Comprehensive Foundation in the Principles of Contracting

PIK778-1027 UK-LDN-1

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Place	: London	**Venue**	: INDUSTRIOUS (1 and 2, 245 Hammersmith Road Floors, London W6 8PW) - TBC		
Start Date	: 04-10-2027	**End Date**	: 15-10-2027	**PPP**	: £5950

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If you can't train them, you can't blame them!

Short Description:

COURSE OVERVIEW This training program provides participants with a comprehensive foundation in the principles of contracting. It covers essential concepts and best practices that are crucial for understanding the intricacies of contract law. By focusing on the fundamental aspects of contracts, the program prepares participants to navigate the complexities of legal agreements confidently. This foundational knowledge is vital for anyone involved in contract creation and management, as it sets the stage for effective decision-making in business environments. Moreover, the program empowers participants to create, analyse, and manage contracts with a focus on legal compliance and risk mitigation. By equipping learners with the skills necessary to handle contracts, the training fosters successful business relationships and enhances organisational efficiency. Participants will learn how to identify key elements of contracts, ensuring that they meet legal standards while also aligning with business objectives. This holistic approach not only promotes legal adherence but also strengthens the overall effectiveness of contractual engagements in various business contexts.

Course Overview:

PROGRAM OBJECTIVES

At the end of this program, participants will be able to:

- Understand the fundamental principles of contracting.
- Draft clear and enforceable contracts.
- Negotiate contract terms effectively to protect business interests.
- Manage the execution of contracts efficiently.
- Ensure performance compliance in contractual agreements.
- Identify common contract issues.
- Address and resolve disputes related to contracts.

TARGET AUDIENCE

- Business Managers.
- Entrepreneurs.
- Contract Administrators.
- Legal Assistants.
- Procurement Officers.
- Personnel involved in contract management.
- Individuals seeking to enhance contract management skills.

Program Outline:

DAY 1: Understanding Contract Formation

1. Fundamental principles of contract law.
2. Key components of a legally binding contract.
3. Various types of contracts and their uses.
4. Frequently used terms and provisions in contracts.
5. Real-world examples of how contracts are formed.

DAY 2: Crafting Effective Contracts

1. Strategies for writing clear and concise contracts.
2. Organising contracts for clarity and enforceability.
3. Important provisions in contracts: warranties, indemnities, and termination clauses.
4. Avoiding typical drafting mistakes and traps.
5. Hands-on activities for contract drafting practice.

DAY 3: Negotiation Techniques

1. Successful strategies for negotiating contracts.
2. Recognising and prioritising crucial negotiation issues.
3. Methods for achieving win-win outcomes.
4. Ethical considerations during contract negotiations.
5. Groups activity.

DAY 4: Executing Contracts

1. Procedures for correctly executing contracts.
2. Overseeing contract performance and obligations.
3. Ensuring compliance with contractual terms.
4. Managing amendments and modifications to agreements.
5. Best practices for contract execution and oversight.

DAY 5: Addressing Contractual Issues

1. Common challenges and conflicts in contracts.
2. Approaches for resolving contractual disputes.
3. Legal remedies and enforcement options for contract terms.
4. Exploring alternative methods for dispute resolution.
5. Case studies on resolving contract disputes.