

INTERNATIONAL CONTRACT DRAFTING AND NEGOTIATION

22 January 2014, Hilton Hotel, Mumbai (Airport Road)

PROGRAMME AGENDA

TIME	SESSION	ACTIVITY
09:00 – 09:15	Registration	
09:15 – 09:30	Welcome & Introductions	
09:30 – 10:15	Planning the contract	Case Study: Drafting Exercise
10:15 – 10:30	Time Clauses	Case Study: Drafting Exercise
10:30 – 10:45	Break	
10:45 – 11:15	Governing law and jurisdiction	Example Clauses: analysis and discussion
11:15 – 12:30	Warranties and representations	Case Study: Drafting Exercise
12:30 – 13:15	Lunch	
13:15 – 13:45	Liability for pre-contract statements	Lecture/Case Study
13:45 – 14:15	Liquidated damages and penalties	Lecture/Example Clauses: analysis and discussion
14:15 – 14:45	Contract terms and common law	Lecture
14:45 – 15:00	Break	
15:00 – 15:15	Implied terms	Example Clauses: analysis and discussion
15:15 – 15:45	Guarantees and performance bonds	Case Study: Drafting Exercise
15:45 – 16:00	Practical drafting tips	Lecture/Discussion
16:00 – 16:15	Consent	Case law update and discussion
16:15 – 16:30	Endeavours clauses	Case law update and discussion
16:30 – 17:00	Q&A, Summary & Close	