INTERNATIONAL CONTRACT DRAFTING AND NEGOTIATION:

BEST PRACTICE FOR LAWYERS AND IN HOUSE COUNSELS

DATE : 22 JANUARY 2014 **PRICE : 9000/-***

VENUE : Imperial China Hall, Hilton Hotel, Mumbai (Airport Road)

This full day training programme is aimed at private practice lawyers and corporate counsels committed to drafting top quality legal contracts which would operate effectively on a global level. The highly competitive international business environment demands the best contracts for smooth and profitable operation. Be it Employment Contracts, Shareholder's Agreement, Share Purchase Agreement, Asset Purchase Agreement or Memorandum of Understanding, it is essential to protect your clients' interests by ensuring a well-drafted and negotiated contract. English contract law is widely used in international transactions across a variety of jurisdictions, particularly where the deal involves parties based in India, the Middle East, Singapore Hong Kong, China or Russia. It is flexible, adaptable and practical when dealing with rapidly evolving technology, markets and financial structures, yet its principles are clear and well-established. English contract law allows parties to set out obligations and allocate risk in a way that will be consistently interpreted and enforced by courts and arbitral tribunals. This programme will examine in detail, the practical drafting techniques, legal principles, language, and negotiating points to keep in mind while drafting a contract. Using practical case studies based on recent transactions, it will guide you through the whole process from heads of terms to completion, performance and enforcement of the contract.

You will learn powerful techniques for:

- Planning, organising and structuring your agreements
- Making your legal writing clearer and more persuasive; securing the best possible outcome for your clients

Specific issues include:

- Governing Law and Jurisdiction Clauses – how do you ensure that they govern the whole commercial relationship?
- Warranties, Representations and Indemnities – what are the differences, and why do they matter?
- Guarantees and Performance Bonds – how do you ensure that they will work?
- Liquidated Damages and Limitations on Liability – what are the rules?

Who should attend:

This is a programme specifically designed for:

- In-house counsels
- LLM Students
- Accountants
- Company Secretaries
- Contract Managers
- LPO/KPO Professionals
- Final Year LLB Students

Malcolm Dowden

Director of Law Programmes, Law2020 LLP

Malcolm graduated from Oxford University with a first class honors degree, and qualified in 1994 as a solicitor in England and Wales. He has broad experience of commercial, environmental and international regulatory work, including both contractual and legislative drafting. He retains a role in private practice as consultant to the London law firm Charles Russell LLP with a remit that includes international business development and client engagement.

He is regularly engaged by training and conference organisations both in the UK and internationally to design and deliver full programmes or standalone seminars and workshops. Malcolm is a frequent contributor to the legal and professional press.

Recent articles include:

UK: Procuring and End to Tax Avoidance, Bloomberg BNA International European Tax Service, 18 April 2013

Libya faces testing times for telecoms regulation, Global Telecoms Business, 6 September 2012

Malcolm is the author of Climate Change, Law Policy and Practice (EG Books, 2008) and co-author of the UK chapter in the UNEP-funded book Green Buildings and the Law (CIB, 2011).

Testimonials from our previous training programmes

" Extremely clear and well explained training programme."

— Legal Manager, Mitsubishi Corporation.

"Great trainer & training. Very informative and relevant."

— HR Manager, Philips

" The session was fantastic. Very informative. Keep it up!"

— Legal Counsel and Company Secretary, HP

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