

INTERNATIONAL CONTRACT DRAFTING AND NEGOTIATION:

**BEST PRACTICE FOR LAWYERS
AND IN HOUSE COUNSEL**



Date : 2 April 2014 | Time : 9AM - 5 PM | Price : 9,500/-*

Venue : The Senate Hall, Orchid Hotel, 70/C, Nehru Rd, Vile Parle East, Mumbai, MH 400099

(*Cost inclusive of all taxes, the training and study materials, refreshments and stationaries)

You will learn powerful techniques for:

- Planning, organising and structuring your agreements
- Making your legal writing clearer and more persuasive, and
- 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 course specifically designed for:

- In house counsels
- LLM Students
- Accountants
- Company Secretaries
- Contract Managers
- LPO/KPO professionals
- Final year LLB students about to enter practice



**Malcolm Dowden,
Director of Law Programs,
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 City of 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 organizations both in the UK and internationally to design and deliver full programs 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

Is Public Procurement the key to innovation for energy and sustainable development? International Journal of Emerging Technology and Advanced Engineering, 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).

Accolades

*"An excellent masterclass"
Asian Legal Business*

*Today`s session was great,
what I really liked was the
sharing of practical tips"
GC, Singapore*

Testimonials

*"Very interactive workshop"
Senior Legal Manager,
Neyveli Lignite Corporation Limited*

*"Very Comprehensive Content"
Legal Counsel, Allianz Insurance*

*"Highly useful training program,
recommended for anyone looking
to improve their skills"
Manager, IBS Software*

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