



## Commercial Contract Drafting

The written contract is the foundation of the commercial deal. It is this document which allows the parties to set out both the principles and the fine detail of their bargain as well giving the best evidence that they do have a commercially binding agreement. This highly practical seminar helps delegates improve their drafting and alerts them to the real danger areas of a commercial contract.

### The programme

This one-day course is presented in plain English, avoiding the use of legal jargon. A number of case studies and practical examples are used to help delegates appreciate the legal principles and practice their drafting skills. The seminar covers:

- Legal principles underlying the contract
- Model forms of contract - their advantages and disadvantages
- The importance of specifications and other incorporated documents
- Drafting contracts for the supply of goods and services in plain language
- Termination Provisions
- Using the contract to apportion legal risk
- Exemption clauses
- A detailed review of the drafting issues in *Regus v Epcot Solutions*
- Excluding liability for loss of profit

### Pre-seminar contact

Delegates with a particular concern about any aspect of contract drafting may contact the organiser prior to the event so that reference may be made to that concern on the day.

### Who should attend?

- Lawyers in private practice
- In-house lawyers, company secretaries and other legal advisors
- Procurement and purchasing managers and senior procurement personnel.
- Contract and project managers
- Bid managers, sales executives and others involved in negotiating contracts
- Anyone else whose work involves commercial contracts

### Benefits of Attending

Having attended the seminar delegate will be able to:

- Understand the practical application of the legal principles of contract law
- Draft contracts to meet legal and commercial aims
- Draft in plain English
- Negotiate contract terms with confidence

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