



## Contracting without Boundaries

Dealing with contracts on an international level introduces a range of additional complexities and considerations for everyone involved. This short programme sets out to examine these from a legal perspective and help delegates to understand what additional elements are required to ensure that buyers and sellers have adequate protection in achieving their objectives.

### The programme

This half-day programme looks at the special contract elements required when contracts cross national boundaries. Topics covered include:

- Constitution of the contract
- Proper Law
- Jurisdiction
- Arbitration clauses
- EU Legislation
- Private International Law rules
- Opportunities when drafting a new contract
- Contradictory offer and acceptance
- Codified Law imported into contracts
- Foreign contracting party's ability to contract
- Contracting with an International Organisation (e.g. the European Bank for Reconstruction)
- Opinion of foreign Counsel
- Recent developments in the law

### Who should attend?

- Lawyers and other legal advisors who deal with cross border/international contracts
- Procurement specialists dealing with foreign companies
- Sales and marketing specialists dealing with foreign companies.

### Benefits of Attending

- Understand the principles of international contracts
- Know what to seek and what to avoid in an international contract
- Increased confidence in negotiating with international suppliers and customers
- Understand the dangers and pitfalls and how to avoid them

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