

# Commercial Contracts for Non-Lawyers

Effective Strategies for Negotiating and Managing  
Commercial Contracts to Minimise Risks and Achieve  
Success

15 – 16 August 2024

- ✓ Strictly limited number of seats to ensure maximum learning and experience for all delegates
- ✓ Thorough and customised program to address current market concerns
- ✓ Provision of a certificate to delegates at the end of the training

## *KEY BENEFITS OF ATTENDING*

- **UNDERSTAND** the key issues concerning contract formation including offer & acceptance
- **RECOGNISE** the key terminology used in contracts
- **UNDERSTAND** the key provisions contained in a Commercial Contract from the perspective of both parties
- **DIFFERENTIATE** between the requirements of best endeavours and all reasonable endeavours
- **ANALYSE** the issues surrounding the drafting of exclusion clauses
- **LEARN** the significance of warranties and indemnities
- **UNDERSTAND** the methods by which a contract can be terminated and the need to provide for consequences of termination