MANAGING AND NEGOTIATING COMMERCIAL CONTRACTS FOR NON-LAWYERS

Negotiate and draft strong cross-border agreements to minimise exposure to risk and liability

14 - 16 December 2026
9.00am - 5.00pm | GMT +8

Concorde Hotel, KL
Zoom Platform

WHY YOU SHOULD ATTEND

Participants will delve into the intricacies of contract clauses, where their hidden risks and strategic applications will be revealed. The goal here is to ensure that participants are well able to craft contract terms that facilitate business deals while protecting commercial positions, clarifying obligations and managing contractual risks.

Throughout this training, participants will engage in practical case studies, negotiation role-play sessions and lively discussions on real life examples. No prior legal qualifications are required although the course is well suited for those already dealing with contracts on a day-to-day basis and have a grasp of contract terms.

This is a **Hybrid event** where participants can choose to attend **In Person** at our training venue or join **Virtually** via Zoom Platform.

TARGET AUDIENCES

This training will be suitable for professionals involved in the creation, negotiation, and management of commercial agreements: -

- Procurement and Purchasing Managers
- Contract Managers and Administrators
- Sales Managers
- Business Development Managers
- Finance Professionals
- Senior Managers
- Executives
- Project Managers
- Anyone involved in negotiations or contract oversight within their organization

This training is suitable for individuals at various experience levels seeking to strengthen their skills in handling commercial contracts effectively.

Organised by:

WEventz Pte Ltd (Singapore)
WEventz Malaysia Sdn Bhd (Malaysia)

HRD Corp Claimable Programme

www.weventz.sg

Strictly limited number of seats to ensure maximum learning and experience for all participants
Thorough and customized program to address current market concerns
Provision of a digital certificate to participants at the end of the training