



Consulting and Training | Reach New Heights

Course Name

Drafting International Commercial Agreement (Intermediate Level)

Sector Name

Legal and Corporate Law

Document Type

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Drafting International Commercial Agreement (Intermediate Level)

Course Introduction

This training program provides participants with a comprehensive understanding of the legal principles, structures, and clauses involved in drafting effective, enforceable agreements.

The training program covers the framework for risk allocation, dispute resolution, compliance with international trade laws, and cultural considerations in cross-border negotiations, to ensure that participants can draft agreements that protect their organization's interests while fostering strong commercial relationships.

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Target Audience

- ✓ Legal counsels and contract managers
- ✓ Corporate lawyers specializing in international trade
- ✓ Business development managers involved in cross-border deals
- ✓ Procurement and supply chain professionals handling international contracts
- ✓ Compliance officers overseeing contractual obligations

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Learning Objectives

- ✓ Understand the legal foundations and types of international commercial agreements.
- ✓ Identify key clauses and their functions in protecting business interests.
- ✓ Draft agreements that comply with relevant international and local laws.
- ✓ Recognize risks and integrate effective risk mitigation strategies.
- ✓ Incorporate dispute resolution mechanisms suitable for cross-border contexts.
- ✓ Address cultural and jurisdictional differences in contract language.
- ✓ Analyze sample agreements to identify strengths and weaknesses.
- ✓ Maintain clarity, precision, and enforceability in drafting.
- ✓ Apply best practices for contract review and approval processes.
- ✓ Ensure alignment between commercial objectives and legal protections.

Drafting International Commercial Agreement (Intermediate Level)

Course Outline

✓ DAY 01

Foundations of International Commercial Agreements

- ✓ Definition, scope, and importance of international commercial agreements
- ✓ Overview of applicable legal frameworks
- ✓ Key types of agreements
- ✓ Principles of contract law and enforceability across jurisdictions
- ✓ Role of governing law and jurisdiction clauses
- ✓ Common challenges in cross-border contracts
- ✓ Understanding INCOTERMS and their contractual implications
- ✓ Essential pre-drafting considerations and due diligence

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Course Outline

✓ Day 02

Structure and Key Clauses

- ✓ Standard contract structure and layout
- ✓ Preamble and recitals: setting the contractual context
- ✓ Definitions and interpretation clauses
- ✓ Scope of work, deliverables, and timelines
- ✓ Pricing, payment terms, and currency considerations
- ✓ Representations, warranties, and indemnities
- ✓ Confidentiality and non-disclosure clauses
- ✓ Force majeure and hardship provisions

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Course Outline

✓ Day 03

Risk Management and Dispute Resolution

- ✓ Identifying and assessing contractual risks in cross-border contexts
- ✓ Limitation of liability and exclusion clauses
- ✓ Compliance with anti-corruption, sanctions, and trade control laws
- ✓ Intellectual property rights protection in international contracts
- ✓ Selecting appropriate dispute resolution methods: litigation, arbitration, mediation
- ✓ Drafting effective arbitration clauses (rules, seat, language)
- ✓ Enforcement of international arbitral awards under the New York Convention

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Course Outline

✓ Day 04

Drafting Best Practices and Review Process

- ✓ Writing style: clarity, precision, and avoiding ambiguity
- ✓ Adapting contract language to cultural and legal differences
- ✓ Common drafting errors and how to avoid them
- ✓ Reviewing and revising agreements for accuracy and completeness
- ✓ Coordination between legal, commercial, and operational teams
- ✓ Approval and execution processes for international contracts
- ✓ Maintaining version control and contract records
- ✓ Post-signature monitoring and compliance with contractual terms

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 1, 2026	June 4, 2026	4 days	4250.00 \$	Spain , Madrid
Dec. 6, 2026	Dec. 9, 2026	4 days	4250.00 \$	Bahrain , Manama
April 5, 2027	April 8, 2027	4 days	4950.00 \$	UAE , Dubai
Sept. 21, 2026	Sept. 24, 2026	4 days	4250.00 \$	UAE , Abu Dhabi

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