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Course Name

Drafting International Commercial Agreement

Sector Name

Legal and Corporate Law

Document Type

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Drafting International Commercial Agreement

Course Introduction

International commercial agreements are the backbone of cross-border business transactions, governing relationships between parties operating under different legal systems, commercial practices, and cultural expectations. Poorly drafted agreements can expose organizations to significant legal, financial, and operational risks, while well-structured contracts provide clarity, protection, and certainty in international dealings.

The Drafting International Commercial Agreements course is designed for professionals who are involved in preparing, reviewing, or managing cross-border commercial contracts and wish to strengthen their drafting capabilities at an intermediate level.

Within **BOOST,** this program focuses on building practical drafting skills that reflect international best practices while addressing the complexities of multi-jurisdictional transactions.

The course emphasizes clear, precise, and enforceable contract drafting. Participants explore the structure of international commercial agreements, key clauses, risk allocation mechanisms, governing law considerations, and dispute resolution options.

Special attention is given to aligning contractual language with commercial intent and avoiding common drafting pitfalls.

By combining legal principles with hands-on drafting insight, this program equips participants with the confidence and competence needed to draft, review, and manage international commercial agreements effectively and responsibly.

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Target Audience

- ✓ Legal counsels and in-house lawyers
- ✓ Contract and commercial managers
- ✓ Procurement and sourcing professionals
- ✓ Business development and sales managers
- ✓ Project managers involved in cross-border contracts
- ✓ Compliance and risk professionals
- ✓ Public and private sector professionals dealing with international agreements

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Learning Objectives

- ✓ Understand the structure and purpose of international commercial agreements
- ✓ Draft clear and enforceable contract clauses
- ✓ Allocate commercial and legal risks effectively through contract language
- ✓ Address governing law and jurisdiction considerations
- ✓ Draft key clauses related to payment, performance, and termination
- ✓ Identify and avoid common drafting errors in international contracts
- ✓ Improve clarity, consistency, and precision in contractual documents
- ✓ Support compliant and effective international contracting practices

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Course Outline

✓ Day 01

Introduction to International Commercial Agreements

- ✓ Nature and purpose of international commercial contracts
- ✓ Differences between domestic and international agreements
- ✓ Legal systems and sources of law in international contracts
- ✓ Role of commercial intent in drafting
- ✓ Structure and layout of international agreements
- ✓ Common risks in cross-border contracting

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Course Outline

✓ Day 02

Core Contract Clauses and Drafting Techniques

- ✓ Parties, definitions, and interpretation clauses
- ✓ Scope of work and obligations
- ✓ Payment terms and currency considerations
- ✓ Delivery, performance, and acceptance
- ✓ Representations and warranties
- ✓ Drafting for clarity and consistency

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Course Outline

✓ Day 03

Risk Allocation and Protective Clauses

- ✓ Limitation of liability and indemnities
- ✓ Force majeure and hardship clauses
- ✓ Termination rights and consequences
- ✓ Confidentiality and intellectual property
- ✓ Compliance, sanctions, and regulatory clauses
- ✓ Managing risk through contractual language

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Course Outline

✓ Day 04

Governing Law, Jurisdiction, and Dispute Resolution

- ✓ Choice of law considerations
- ✓ Jurisdiction versus arbitration
- ✓ Drafting dispute resolution clauses
- ✓ Enforcement of international agreements
- ✓ Managing disputes through contract design
- ✓ Practical drafting considerations in dispute clauses

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Course Outline

✓ Day 05

Review, Negotiation, and Best Practices

- ✓ Reviewing and revising draft agreements
- ✓ Aligning legal language with commercial objectives
- ✓ Managing negotiations through drafting
- ✓ Identifying red flags and inconsistencies
- ✓ Best practices in international contract drafting
- ✓ Case-based drafting discussions

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
March 15, 2027	March 19, 2027	5 days	5950.00 $	USA , Texas
Aug. 16, 2027	Aug. 20, 2027	5 days	4250.00 $	UAE , Abu Dhabi
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 $	UAE , Dubai
May 24, 2027	May 28, 2027	5 days	4250.00 $	UAE , Abu Dhabi

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