



Legal and Corporate Law

Certificate in Business and Commercial Law

Course Introduction

Business and Commercial Law is a part of private law that is responsible for regulating trade relations between persons, whether physical or moral, as well as acts, places, and contracts stemming from the trade itself. It ensures that any commercial activity is carried out correctly, fairly, with reference to existing government regulations. It also monitors the financial system, given the amounts of money that are usually handled in commerce. It is then vital for any organization to have professionals with an in-depth understanding of the business and commercial laws that apply to the industry.

This training course is designed to provide professionals with no legal background and are required to make organizational decisions involving commercial legal matters. This course will highlight topics such as fundamental principles of commercial law, including commercial contracts and negotiation, sale of goods, intellectual property rights and employee relations, international and GCC commercial law and the key issues surrounding the commercial market.

Target Audience

- Executives who have strategic financial oversight of their unit or organization
- Finance-related roles
- Accounting-related roles
- Marketing Managers
- Financial managers
- Affiliate marketing leaders
- Career Enhancers
- Digital Innovators
- Business owner / Entrepreneur
- General / Senior Accountant
- Business Project Manager
- Bank Branch Manager
- Structured Finance Senior Relationship Manager
- Finance Transformation Manager

- Risk Manager
- Investment Analyst

Learning Objectives

- Gain a comprehensive understanding of the principles of business and commercial law.
- Enhance knowledge in drafting and negotiating commercial contracts in compliance with the necessary commercial and legal requirements.
- Recognize legal rules and principles to specific commercial situations through consideration of relevant case law.
- Understand and analyze how intellectual property rights affect their organization
- Increase profitability within their organization by selecting appropriate methods of distribution of goods
- Assess and modify organizational employment practices complying with labor law requirements

Course Outline

- **Day 01**

Introduction to Business and Commercial Law

- Terminology used in commercial law
- Types of contracts
- Legal considerations

Dealing with Commercial Contracts

- Common law
- Civil law

- The legal formalities in contract creation
- Commercial contract interpretation issues
- Remedies for breach of contract

• Day 02

Drafting contracts

- Drafting commercial contracts in English
- Negotiating commercial contracts
- Boilerplate clauses: The important but forgotten clauses
- Amendment
- Arbitration
- Force majeure
- Notices
- Set off
- Sale of Goods
- Supply of goods
- Distributorship
- Agency
- Franchise

• Day 03

Mergers, Joint Ventures, and Other Procurement Activities

- When to use mergers
- Joint ventures: A strategic option for business
- Procurement activities
- Legal risk
- Commercial risk

• Day 04

Managing Business Risks

- Prevention is better than cure: Effective risk management
- Intellectual property rights management
- Applying copyright
- Applying trademarks
- Industrial property

• Day 05

Key issues and legal considerations in the GCC

- Employment issues in the GCC
- GCC labor law
- Recruitment and termination
- Employment contracts
- Commercial real estate in the GCC

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 28, 2025	May 2, 2025	5 days	4250.00 \$	UAE - Dubai
Aug. 11, 2025	Aug. 15, 2025	5 days	4250.00 \$	KSA - Riyadh
Nov. 23, 2025	Nov. 27, 2025	5 days	2150.00 \$	Virtual - Online