



Project & Contract Management

## Drafting International Commercial Agreement

## Course Introduction

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This comprehensive five-day training program provides participants with the essential knowledge and practical skills required for drafting and negotiating International Commercial Agreements (ICAs) effectively. The course begins with an exploration of the foundational concepts of ICAs, including their importance, types, and key considerations. Participants will delve into the intricacies of drafting ICAs, learning to craft clear, comprehensive provisions while managing risks and ensuring enforceability. Through interactive sessions and case studies, attendees will enhance their negotiation techniques, understanding how to achieve mutually beneficial agreements while safeguarding their respective interests.

Furthermore, the training will focus on structuring ICAs for clarity and coherence, emphasizing the significance of precise language and terminology to minimize ambiguity. Participants will also explore enforcement mechanisms and dispute resolution strategies, gaining insights into resolving conflicts and ensuring compliance with contractual obligations.

**By the end of the program,** attendees will be equipped with the knowledge and skills necessary to draft, negotiate, and manage ICAs effectively in the global marketplace.

## Target Audience

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This training is designed for legal professionals and international business practitioners seeking to refine their skills in drafting comprehensive and effective international commercial agreements.

# Learning Objectives

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- Understand the fundamental principles and key components of drafting effective International Commercial Agreements (ICAs).
- Develop proficiency in drafting essential provisions and clauses in ICAs, ensuring clarity, enforceability, and risk mitigation.
- Acquire negotiation skills to facilitate successful outcomes in the negotiation process of ICAs, considering the interests of all parties involved.
- Learn techniques for structuring and organizing ICAs to enhance readability and comprehension for all stakeholders.
- Gain insights into enforcement mechanisms and dispute resolution strategies in ICAs, equipping participants to navigate potential conflicts and ensure compliance with contractual obligations.

## Course Outline

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### • Day 01

#### **Understanding International Commercial Agreements**

- Introduction to International Commercial Agreements
- Overview of International Commercial Agreements (ICAs)
- Importance and benefits of drafting effective ICAs
- Key considerations in drafting ICAs: parties involved, governing law, dispute resolution mechanisms, etc.
- Types of International Commercial Agreements
- Overview of common types of ICAs (e.g., sales agreements, distribution agreements, licensing agreements)
- Understanding the purpose and scope of each type of agreement
- Case studies and examples illustrating different types of ICAs

### • Day 02

#### **Essential Components of International Commercial Agreements**

- Key Provisions and Clauses
- Examination of essential provisions in ICAs (e.g., parties, definitions, obligations, payment terms, warranties)
- Detailed discussion on drafting clear and enforceable clauses
- Practical exercises on drafting specific provisions
- Risk Management in International Commercial Agreements
- Identifying and mitigating risks in ICAs (e.g., currency fluctuations, regulatory changes, breach of contract)
- Strategies for allocating risks between parties
- Case studies highlighting risk management strategies in ICAs

### • Day 03

#### **Drafting Techniques and Best Practices**

- Structuring International Commercial Agreements
- Guidelines for structuring ICAs for clarity and coherence
- Importance of clear organization and logical flow
- Drafting tips to enhance readability and comprehension
- Language and Terminology in International Commercial Agreements
- Importance of precise language and terminology
- Common pitfalls and ambiguities in drafting
- Techniques for drafting clear and unambiguous language

### • Day 04

#### **Negotiation and Revision of International Commercial Agreements**

- Negotiation Strategies for ICAs
- Techniques for effective negotiation of ICAs
- Understanding the interests of different parties
- Best practices for reaching mutually beneficial agreements
- Revision and Review Process
- Importance of thorough review and revision
- Strategies for identifying and addressing potential issues
- Case studies on effective revision processes

### • Day 05

Enforcement and Dispute Resolution in International Commercial Agreements

- Enforcement Mechanisms
- Overview of enforcement mechanisms in ICAs (e.g., arbitration, litigation)
- Factors to consider when selecting enforcement mechanisms
- Drafting enforceable dispute resolution clauses
- Resolving Disputes in ICAs
- Understanding common disputes in ICAs
- Strategies for resolving disputes amicably
- Case studies illustrating effective dispute resolution techniques

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 5, 2025	May 9, 2025	5 days	5950.00 \$	USA - Texas
Sept. 29, 2025	Oct. 3, 2025	5 days	4250.00 \$	UAE - Dubai
Dec. 29, 2025	Jan. 2, 2026	5 days	4250.00 \$	UAE - Dubai