



Legal and Corporate Law

Business and Contract Law Training

Course Introduction

Business and contract law.

This intensive virtual course provides a thorough understanding of the key principles and practical aspects of business and contract law. Designed to enhance your knowledge of contractual agreements, the course covers essential elements of contracts, legal frameworks, and best practices for drafting, negotiating, and managing contracts.

You will explore real-life case studies, practical scenarios, and critical legal topics such as exclusion clauses, negligence, and dispute resolution methods, all to help participants confidently handle business agreements.

Target Audience

- Legal professionals seeking a refresher on business and contract law fundamentals.
- Business managers and decision-makers involved in contract negotiations and drafting.
- Procurement, sales, and supply chain professionals responsible for managing contracts.
- Professionals from various industries aiming to understand legal terms and reduce business risks through effective contracts.

Learning Objectives

- Understand the fundamental elements of contracts and their importance in business transactions.
- Identify key legal terms and incorporate them effectively in contract agreements.

- Learn how to draft, amend, and negotiate business contracts with confidence.
- Assess legal liabilities, risk management clauses, and the impact of contract breaches.
- Explore different methods for resolving contract disputes, including arbitration, mediation, and litigation.
- Gain practical insights into limiting liability, liquidated damages, and force majeure provisions.

Course Outline

• Day 01

Contract Fundamentals and Case Law

Module 1: Contract Basics

- Introduction to Contracts: What Defines a Valid Contract?
- Understanding the Essential Elements: Offer, Acceptance, Consideration, and Intention.
- The Tendering and Bidding Process in Contract Law.
- Letters of Intent, Heads of Agreement, and the Role of Side Letters.
- Authority and E-signatures in Business Contracts.
- The Role of Negligence and Its Legal Consequences in Business Transactions.

Module 2: Case Study

- Review of *Carlill v. Carbolic Smoke Ball Company* and Its Implications on Contract Law.

• Day 02

Terms of Contracts and Specifications

Module 3: Contractual Terms and Specifications

- Differentiating Between Implied and Express Contracts.
- Introduction to Contractual Specifications: Input vs. Output Specifications.
- Warranties and Indemnities: Legal Protection for Contract Parties.
- How to Incorporate Terms Efficiently into Business Contracts.
- Practical Scenarios: Key Types of Contract Specifications.

• Day 03

Contract Drafting, Amendments, and Liability Management

Module 4: Drafting and Amending Contracts

- Best Practices for Drafting Contracts: Practical Insights.
- How to Amend Contracts by Conduct: Legal and Practical Considerations.
- Terms and Conditions of Sale and Purchase: Goods and Services.

Module 5: Limiting and Excluding Liability

- Consequential vs. Direct Loss: Legal Definitions and Impact.
- Unfair Contract Terms Law: Key Implications on Business.
- How to Effectively Incorporate Exclusion and Limitation Clauses.
- Understanding Force Majeure and Liquidated Damages Clauses.

• Day 04

Contract Termination and Dispute Resolution

Module 6: Contract Termination and Dispute Resolution

- Termination Clauses: How to Draft and Enforce Them.
- Managing Disputes: Negotiation and Mediation Tactics.

- Understanding Arbitration and Litigation: Pros and Cons in Business Disputes.

Review and Q&A:

- Interactive session to clarify concepts, review key points, and answer participant questions.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 \$	UAE - Dubai