

# € TRAINING

Negotiating Contracts and Claims



1 - 12 July 2024  
Milan (Italy)



# Negotiating Contracts and Claims

REF: U2188 DATE: 1 - 12 July 2024 Venue: Milan (Italy) - Fee: 10100 Euro

## Introduction:

This training program is designed to equip professionals with essential skills and knowledge for effectively negotiating contracts and managing claims in various business contexts. It empowers them to enhance their negotiation capabilities and manage contract-related challenges proficiently.

## Program Objectives:

By the end of this program, participants will be able to:

- Master the principles and strategies of contract negotiation.
- Understand the legal aspects of contract formation and enforcement.
- Develop effective approaches for managing claims and disputes.
- Apply best practices for drafting and reviewing contracts.
- Enhance their ability to negotiate favorable terms and conditions.

## Targeted Audience:

- Legal Professionals.
- Contract Managers.
- Business Executives and Entrepreneurs.
- Procurement and Supply Chain Managers.
- Project Managers.

## Program Outline:

### Unit 1:

#### Fundamentals of Contract Negotiation:

- Introduction to contract negotiation principles.
- Key stages of the negotiation process.
- Techniques for effective communication and persuasion.

- Understanding the interests and objectives of parties involved.
- Strategies for creating win-win solutions.

## Unit 2:

### Legal Aspects of Contracts:

- Overview of contract law and legal principles.
- Essential elements of a valid contract.
- Contract formation and enforceability.
- Common contractual clauses and their implications.
- Legal remedies for breach of contract.

## Unit 3:

### Drafting and Reviewing Contracts:

- Best practices for drafting clear and concise contracts.
- Identifying and mitigating contractual risks.
- Key considerations for reviewing contract terms.
- Techniques for ensuring contract completeness and accuracy.
- Case studies on effective contract drafting.

## Unit 4:

### Managing Claims and Disputes:

- Types of claims commonly encountered in contracts.
- Strategies for preventing and managing disputes.
- Role of negotiation, mediation, and arbitration in dispute resolution.
- Documentation and evidence in claim management.
- Case studies on successful claim resolution.

## Unit 5:

## Negotiation Strategies for Different Contract Types:

- Techniques for negotiating sales contracts.
- Approaches for service agreement negotiations.
- Strategies for managing procurement and supply chain contracts.
- Negotiating technology and intellectual property agreements.
- Case studies on diverse contract negotiations.

## Unit 6:

### Advanced Negotiation Techniques:

- Advanced strategies for complex negotiations.
- Handling difficult negotiations and conflict situations.
- Cross-cultural negotiation considerations.
- Building long-term relationships through effective negotiation.

## Unit 7:

### Financial Aspects of Contract Negotiation:

- Understanding financial terms and conditions in contracts.
- Negotiating pricing, payment terms, and incentives.
- Cost analysis and budgeting in contract negotiations.
- Financial risk assessment and mitigation strategies.
- Case studies on financial negotiation scenarios.

## Unit 8:

### Ethical and Legal Considerations:

- Ethical principles in contract negotiation.
- Legal standards and regulations affecting negotiations.
- Ensuring transparency and fairness in negotiations.
- Managing conflicts of interest and confidentiality.

- Case studies on ethical dilemmas in contract negotiations.

## Unit 9:

### Technology and Contract Management:

- Utilizing contract management software and tools.
- Digital negotiation platforms and their benefits.
- Managing electronic contracts and signatures.
- Data security and privacy in contract management.
- Future trends in technology and contract negotiation.

## Unit 10:

### Post-Negotiation Contract Management:

- Effective contract implementation and monitoring.
- Managing contract changes and amendments.
- Performance evaluation and compliance monitoring.
- Resolving ongoing contract issues and disputes.
- Strategies for maintaining long-term contractual relationships.