



Learning Objectives



To understand the contractual concepts and main clauses in a standard contract.

- Understand the international legal framework
- List the necessary conditions to have a valid commercial contract
- Recognise and use some “standard” clauses in contracts
- Understand Contract Life Cycle management
- Understand the key actions to consider before, during and after the deployment of Contracts.

General information



Audience

Category managers, senior and strategic buyers.



Prerequisites

- A good command of English or French
- Have the necessary **technical equipment** to follow online courses.

Modalities



Theoretical e-learning through individual selfpaced sessions. This first step has to be considered as the essential pre-work for.



Learning application in online group classes. Participants use actively their knowledge and put into practice in **workshops, role-plays**, case studies, presentations and debates.



Graduation

Digital certificate of attendance

Programme of the trainer-led classes



I. Contracts & Contract Management

- Quiz & recap of the e-learning: main legal families, framework and different contract types
- **Workshop**: Contract formations & validity
- Mini-case-study and debriefing
- Lecture & discussion: Main clauses
- Discussion & recap of the topics.

II. Contract Life Cycle & Analysing Clauses

- Quiz on the e-learning & recap of the previous session
- Lecture & discussion: Anomalies in contracts
- Case study: Key clauses with potential pitfalls
- Business case discussion
- Workshop: to identify tasks in a complete contract life cycle
- Individual quiz to validate the understanding of the course.

Self-learning



6 e-modules

- **Contracts fundamentals**
Fundamentals - Contract specificities - Contract deployment - Contract performance.
- **Overview of legal concepts**
Legal families - Legal framework - Governing laws.
- **Overview of contracts**
Contract formation & validity - Important legal terms & definitions - Types of contracts - Battle of the forms.
- **Contracts performance & Main clauses - part 1**
Introducing contract performance framework - Basic contract features - Conclusion: Key contractual clauses.
- **Contracts performance & main clauses - part 2**
Introduction - Commitment & Commercial terms - Bank guarantees, contract duration, transfer of risks & titles - IP, Insurance, Force Majeure, Hardship.
- **Contracts performance & main clauses - part 3**
Introduction - Conformity, defects & liability - Damages & consequences - Contract discharge & performance.

Reading & Videos



- “Contracting for performance”



- “How to improve contract management
- Incometerms 2020 explained”