



Contract Law for Non-Legal Managers

delivered by:



This course is designed for any staff involved with customer contracts; aimed at mid-level managers (sales, project managers, mid-level execs, etc.) with no legal training who take part in the early stages of negotiating a customer contract.

This half day workshop/seminar is delivered by a senior lawyer and /or consultant who has run the international in-house legal team of a multi-national. This prevents an overly 'external counsel' approach and will make the content more relevant to people working in a corporate environment.

Course Content

1. Purpose of a contract in modern corporations; theory and commercial reality;
2. Pre-contract paperwork - letters of intent, memorandum of understanding and heads of terms;
2. The contracting process; positioning, timetables and driving the deal;
3. Contract law basics for managers;
4. Insider tips and traps;
5. Thoughts on successful contract management

Prior to the workshop delegates should provide TLC with background information about their current level of involvement with contract negotiations; TLC will then pass this information onto the trainer.

Maximum number of delegates: 10

Cost: 1 unit

To register please email our Training Co-ordinator on registrations@thelearningcollaboration.com