



Certificate in Business And Commercial Law

An **informatech** Training Course
all copyrights reserved



(5 Days Training Course)





Course content

Why Attend

This course is designed for professionals with no prior legal background but who are required to make organizational decisions involving legal matters. It will provide participants with the fundamental principles of commercial law, including commercial contracts and negotiation, sale of goods, intellectual property rights and employee relations.

Participants will gain an in-depth understanding of both international and european commercial law and have the opportunity to learn and analyze key issues which they are likely to encounter within their organization.

Course Methodology

In this interactive training course participants will frequently work in pairs as well as in larger groups to complete exercises as well as regional and international case studies.

Course Objectives

By the end of the course, participants will be able to:

- Apply legal rules and principles to specific commercial situations through consideration of relevant case law
- Draft and negotiate commercial contracts complying with commercial and legal requirements
- Increase profitability within their organization by selecting appropriate methods of distribution of goods
- Recognize and analyze how intellectual property rights affect their organization
- Evaluate and modify organizational employment practices complying with labor law requirements

Target Audience

This course is suitable for those with little or no formal training in commercial law yet would be required to understand the fundamentals of commercial law as it may directly impact their work. It will particularly benefit directors and executives who have direct responsibility for legal decisions within the organization. In-house council new to the region, and those working within a legal department, will also find this course highly beneficial.

Target Competencies

- Drafting Contracts
- Contract Negotiation
- Understanding Commercial Terms
- Understanding Employment Law
- Implementing Organizational Employment Practices
- Understanding Intellectual Property



Course content

Course Outline

Commercial Law overview

Terminology used in commercial law
Types of contracts
Legal considerations

Commercial contracts

Common law
Civil law
The legal formalities in contract creation
Commercial contract interpretation issues
Remedies for breach of contract

Drafting contracts

Drafting commercial contracts in English
Negotiating commercial contracts
Boilerplate clauses: The important but forgotten clauses
Amendment
Arbitration
Force majeure
Notices
Set off
Sale of Goods
Supply of goods
Distributorship
Agency
Franchise

Choosing the right business vehicle for a commercial entity

When to use mergers
Joint ventures: A strategic option for business
Procurement activities
Legal risk
Commercial risk

Managing risk

Prevention is better than cure: Effective risk management
Intellectual property rights management
Applying copyright
Applying trademarks
Industrial property

informatech™ is a global leadership consultancy that aligns people, purpose & strategy – driving socially responsible transformation in global organisations. Our international network includes 215 partners, consultants, and coaches in 24 countries throughout Europe, North America, Latin America, Asia, and Africa. We transform leaders, align teams and create fierce resolve and passion to win.

Typical interventions are to accelerate performance, execute strategy and embed capability and change. Our programmes are part of the core curriculum in many of our client's corporate universities, and our leadership development programmes have over 300,000 executive alumni. Methodologies are based on more than 100 corporate turnarounds and performance acceleration assignments in FTSE 100 and Fortune 500 companies. Austria, Belgium, Brazil, Canada, China, Colombia, Denmark, Finland, France, Germany, Italy, Mexico, Norway, Poland, Portugal, Russia, Serbia, South Africa, Spain, Sweden, The Netherlands, UK, Uruguay, and the USA.



informatech™

Address: 27 Old Gloucester Street Monomark House
WC1N 3AX
London, United Kingdom

Phone: +44(203)2399994
Phone: +44(203)82426729

Email: info@informatech.co.uk



www.informatech.co.uk

informatech^{B.V.}

Netherlands Branch Open Now

Address: Keizersgracht 241 1016EA Amsterdam

Phone: +31(20)2202118

Email: Netherlands@informatech.co.uk