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CONTRACTS MANAGEMENT | CM-013

Certificate in Business and Commercial Law (CBCL)

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Course content

Why Attend

This course is designed for professionals with little or 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. It also covers all the legal aspects of setting up a business, running a business and closing a business

Participants will gain an in-depth understanding of international commercial law with emphasis on the common law system. Participants will have the opportunity to learn and analyze key legal issues regarding contracts and the business as a whole which they are likely to encounter within their organization.

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.

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

• 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 a ect their organization

• Evaluate and modify organizational employment practices complying with labor law requirements

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 counsel new to the region, and those working within a legal department, will also find this course highly beneficial.

• Drafting Contracts

• Contract Negotiation

• Understanding Commercial Terms

• Understanding Employment Law

Course content

Why Attend

- Implementing Organizational Employment Practices
- Understanding Intellectual Property
- Understanding corporate restructuring
- Understanding the effect of breach of commercial contract terms

Course outline

Overview of commercial & business law

- Areas of commercial and business law
- Types of commercial contracts

Commercial contracts in the civil law and common law systems

- Sources of English law
- Civil law v Common law
- Civil law in the GCC

Formalities for a binding contract

- Elements required for an enforceable contract
- Rules for contract interpretation:
- Implied terms v express terms
- Identifying risks and how to minimise risks
- Structure of a commercial contract

Preliminary documents in international transactions

- Memorandum of Understanding/ Heads of Terms. Are they legally binding?

Course content

Course outline

• Commercial implications

Boilerplate/ miscellaneous provisions- the important but forgotten clauses- beware!

• Force majeure v Frustration

• Notices

• Set o

• No waiver

• Entire Agreement/ non- reliance clause

• Times is of the essence

• Assignment v Novation

• Governing law

• Common mistakes in choice of law

• Jurisdiction clause

• Exclusive v Non-exclusive

• Factors in deciding the jurisdiction clause

International dispute resolution

• Litigation

• Importance of Alternative Dispute Resolution (ADR)

• Arbitration

• Mediations

• Conciliation

• Negotiation

Course content

Course outline

Remedies for breach of contract

- Damages
- Specific performance
- Injunctions

Advantages and disadvantages of different business forms

- Types of business vehicles
- Sole trader
- Partnerships
- Limited Liability Partnerships
- Companies

Cross Border Transactions

- Distributorship
- Agency
- Joint Venture
- Acquisitions
- Share purchase v Business purchase
- Apportioning risks and liabilities through warranties and indemnities
- Negotiating warranties and indemnities

Corporate insolvency

- Tests identifying insolvency
- Consequence for directors who fail to react to insolvency

Course content

Course outline

- Types of insolvency
- Administration
- Receivership
- Creditor Voluntary Liquidation
- Compulsory Liquidation

Commercial Tort

- Tort of negligence
- Defamation
- Libel
- Slander
- Recent case law on defamation
- Managing risk
- Prevention is better than cure: E ective risk management
- Intellectual Property Rights management
- Types of Intellectual Property
- Copyright
- Trademark
- Patent
- Design rights
- Confidential information
- Assignment v Granting a license
- The law of passing off

Seminar dates

Available seminar dates

Live dates and pricing for Certificate in Business and Commercial Law (CBCL) generated from the course details page.

Date	Location	Format	Fee
7 - 11 September 2026	Istanbul - Turkey	Classroom	**€2,280.-**
12 - 16 October 2026	Vienna - Austria	Classroom	**€3,400.-**
9 - 13 November 2026	Barcelona - Spain	Classroom	**€3,080.-**
14 - 18 December 2026	Rome - Italy	Classroom	**€3,400.-**
18 - 22 January 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
15 - 19 February 2027	Istanbul - Turkey	Classroom	**€2,280.-**
15 - 19 March 2027	Rome - Italy	Classroom	**€3,400.-**
19 - 23 April 2027	Istanbul - Turkey	Classroom	**€2,280.-**
17 - 21 May 2027	Vienna - Austria	Classroom	**€3,400.-**
21 - 25 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 July 2027	Rome - Italy	Classroom	**€3,400.-**
16 - 20 August 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
20 - 24 September 2027	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 October 2027	Rome - Italy	Classroom	**€3,400.-**
15 - 19 November 2027	Istanbul - Turkey	Classroom	**€2,280.-**
20 - 24 December 2027	Vienna - Austria	Classroom	**€3,400.-**