

# informatech



CONTRACTS MANAGEMENT | CM-013

## Certificate in Business and Commercial Law (CBCL)

### UK

+44 33 000 111 90

[info@informatech.co.uk](mailto:info@informatech.co.uk)

<https://informatech.uk>

63-66 Hatton Garden Hatton Garden

EC1N 8LE, London

### NL

+31 85 74 444 46

[info@infomatech.nl](mailto:info@infomatech.nl)

<https://infomatech.nl>

Waarderweg 50 - 2031PB

Haarlem - Netherlands

Tel : +44 (33) 000 111 90

Our mailing address is:  
63-66 Hatton Garden, EC1N 8LE, London

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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 affect 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 off
- No waiver
- Entire Agreement/ non- reliance clause
- Time 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: Effective 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
15 - 19 June 2026	Amsterdam - Netherlands	Classroom	€4,250.-
20 - 24 July 2026	Istanbul - Turkey	Classroom	€2,850.-
3 - 7 August 2026	Rome - Italy	Classroom	€4,250.-
7 - 11 September 2026	Istanbul - Turkey	Classroom	€2,850.-
12 - 16 October 2026	Vienna - Austria	Classroom	€4,250.-
9 - 13 November 2026	Barcelona - Spain	Classroom	€3,850.-
14 - 18 December 2026	Rome - Italy	Classroom	€4,250.-

### Live online option

Online delivery is available at €1,850.-.