



*Training Course:
Commercial Contract For Non-Lawyers*

*19 - 23 October 2026
Vienna (Austria)*

Training Course: Commercial Contract For Non-Lawyers

Training Course code: PC235438 From: 19 - 23 October 2026 Venue: Vienna (Austria) - Training Course Fees: 6050 € Euro

Introduction

Commercial contracts are the backbone of business transactions, defining rights, obligations, and expectations between parties. Understanding these contracts is crucial for professionals across various roles, even if they are not legal experts. This intensive 5-day training program is designed to equip non-lawyers with the knowledge and skills necessary to confidently navigate commercial contracts, from drafting and negotiation to contract management and dispute resolution.

Objectives

- **Comprehensive Understanding:** Gain a thorough understanding of commercial contracts' fundamental principles and elements.
- **Advanced Drafting Skills:** Develop proficiency in drafting clear, precise, and enforceable contract terms and clauses.
- **Effective Negotiation Techniques:** Learn strategies for negotiating favorable contract terms while managing risks and maintaining relationships.
- **Contract Management Mastery:** Acquire skills to administer contracts, monitor performance, and resolve disputes effectively.
- **Practical Application:** Apply learned concepts through case studies, simulations, and practical exercises to reinforce learning and improve decision-making.

Target Audience

This program is ideal for professionals who regularly engage in business transactions or contract-related activities but do not have a legal background. It is particularly beneficial for:

- **Business Managers and Executives:** Responsible for overseeing contracts and ensuring compliance.
- **Project Managers:** Involved in negotiating and managing contracts for project execution.
- **Procurement and Supply Chain Professionals:** Engaged in purchasing, vendor management, and contract administration.
- **Entrepreneurs and Small Business Owners:** Need to understand and draft contracts to protect their

interests and minimize legal risks.

Training Program Outline

Day 1: Foundations of Commercial Contracts

- Overview of commercial contracts
- Importance of contracts in business operations
- Legal principles governing contracts
- Key elements of a contract: Offer, acceptance, consideration, legality, capacity, and consent

Day 2: Contract Formation and Structure

- Understanding contract formation
- Types of contracts: Express vs. implied, bilateral vs. unilateral
- Drafting essentials: Structuring contracts effectively
- Practical exercise: Drafting simple contract clauses

Day 3: Advanced Contract Drafting Techniques

- Clarity and precision in contract language
- Handling boilerplate clauses effectively
- Drafting specific clauses: Indemnification, warranties, limitations of liability
- Practical exercise: Drafting and reviewing complex contract clauses

Day 4: Negotiation and Risk Management

- Techniques for Effective Contract Negotiation
- Identifying and managing contract risks
- Negotiating key terms: Price, scope, deliverables, timelines
- Case study: Simulated negotiation exercises

Day 5: Contract Administration and Dispute Resolution

- Implementing contracts: Execution and performance
- Monitoring contract performance and compliance
- Resolving disputes: Mediation, arbitration, litigation
- Case studies and role-playing: Handling contract disputes

Registration form on the Training Course: Commercial Contract For Non-Lawyers

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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