



SECURISATION OF BUSINESS CONTRACTS

TRAINING

BUSINESS LAW



Key takeaways

- Introduction to contractual law
- Understand the rationale of each contractual clause
- Control legal negotiation



Audience

- In-house legal counsel
- Sales - Purchase - Logistic R&D managers
- Directors



Methodology

- Course materials
- Alternating theoretical and practical approaches
- Role plays
- Discussions with attendees



Prerequisites

- Prior knowledges of contractual law



Your trainer

Me **Philippe LUCET**, partner

DURATION 1 DAY

PRICE 400 € (excl.VAT)/Attendee

E-learning : on quotation

Intracompany : on quotation

Program

◦ Introduction

- The 2016 french contract law reform
- General Conditions of Purchase vs General Conditions of Sale ?
- Main principles to respect during a contractual negotiation

◦ Pre-contractual negotiation

- Main principles for pre-contractual negotiation
- Legal value of pre-contractual discussions
- The pre-contracts (NDA, LOI, MOU...)

◦ Drafting and execution of contracts

- Main contractual clauses
- Practices restricting competition in the performance of a contract

◦ How to exit positively

from a contractual relationship ?

- Managing the end of contract assumptions :
 - > Duration
 - > Early Termination
 - > Termination for default
- Managing the effects of a contract termination :
 - > Consequence with Third-party
 - > Clauses remaining in force
 - > Potential costs for an early termination
- Managing prelitigation



REGISTRATION & INFORMATION

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