



A 3-day Workshop on: **Commercial Contract Law for non-Lawyers**

2-4/6/2015 - Riyadh, KSA

STRATEGIC PARTNER:

Impact
building events • crafting futures

OVERVIEW:

This 3 day course will help you to understand your contractual legal position and to create more effective contracts by avoiding common errors.

You will understand legal terminology, from specification to termination, limits of liability to indemnities, from a legal, commercial and business perspective.

You will gain insight into the 'pitfalls' and 'opportunities' by exploring each component of a contract.

The course will equip you to improve your delivery targets, keep your contracts on track and show you how to use different kinds of agreements effectively.

You will learn how to make your commercial relationships work more profitably.

You will gain successful contract negotiation skills, learning how to plan for success and negotiate high-risk and highly contentious terms, helping you reach your desired outcome.

WHO SHOULD ATTEND?

- CEOs
- CFOs
- COOs
- Executives
- Sales Directors
- Commercial Directors and Managers
- Lawyers
- Project Managers
- Contracting Managers

EXTENDED BENEFITS:

A copy of Tiffany Kemp's book "Deal Makers – How intelligent use of contracts can help you sell more and deliver"

- PDF of slides
- A copy of the workbook "Essential Drafting Skills"
- Access to free monthly webinars
- Membership of a dedicated LinkedIn group
- A free mobile app to download onto your phone or tablet
- This course earns a total of 18 CPD points, which can be applied to the maintenance of IACCM Certification for delegates who have previously achieved their Associate or Practitioner level.

WHY TO ATTEND?

- Learn key concepts in contract law
- Demystify legal jargon
- Recognise and avoid common errors that can weaken contracts
- Structure deals that manage risk and maximise profits
- Understand contractual terms and their impact on the business
- Explore key elements of commercial contracts
- Analyze commercial risks and opportunities in terms of your own business environment
- Identify areas that require specialist legal advice or Board-level approval
- Expedite your contracting process to minimise opportunity costs
- Determine the most appropriate negotiating style
- Boost your negotiation confidence
- Increase the value you secure from each negotiation
- Practice negotiation techniques to dramatically improve your outcomes

For Women Only

PROGRAM AGENDA

DAY 1

Establishing contractual foundations

DAY 2

Analyzing contractual components

DAY 3

Negotiating and managing successful contracts

After completing the Commercial Contract Law for Non-Lawyers workshop you will be able to:

- Understand the key components of effective commercial contracts
- Choose the right agreement structure for each deal
- Use legal terminology correctly to achieve desired results
- Draft more clearly and unambiguously to reduce contract disputes
- Identify your organization's true negotiation objectives
- Select the most appropriate negotiation style for each situation
- Use effective tools for each negotiation
- Understand the other party's objectives
- Plan effectively for negotiations
- Strengthen your negotiating position
- Consistently achieve better negotiation outcomes

Tiffany Kemp

IACCM Accredited Trainer,
Founder & Managing Director,
Devant Ltd, UK

DEVANT



The course facilitator, Tiffany Kemp, is accredited as a commercial contracting trainer by the International Association for Contract and Commercial Management (IACCM) and the global training certification body, APMG. She is a recognized expert on the effective use of commercial contracts to achieve desired business outcomes.

As director of Devant, the commercial contract consultancy she founded in 2003, Tiffany works with companies to help them establish the contract as a valuable tool in achieving their commercial aims. A professional deal-maker, she assists clients in the structuring and negotiation of new deals, and is a sought-after expert in resolving commercial disputes.

An engineer with a Masters Degree in Business Law, Tiffany's early project management career within Racal and Anite schooled her in the importance of relevant contracts to support the delivery of successful deals. In her work for leading US telecoms billing provider, Convergys, she led international bids for complex solutions, negotiating deals across Europe.

Tiffany is an inspirational, entertaining and educational

YOUR INVESTMENT:

Participation Fee	GROUP SPECIAL DISCOUNT	3 Persons	4 Persons	More than 5
\$2500		5%	7%	10%

INCLUSIVE OF:

- ^a A copy of the workbook "Essential Drafting Skills"
- ^a Access to free monthly webinars
- ^a Membership of a dedicated LinkedIn group
- ^a A free mobile app to download onto your phone or tablet
- ^a This course earns a total of 18 CPD points, which can be applied to the maintenance of IACCM Certification for delegates who have

previously achieved their Associate or Practitioner level.

PLUS:

- ^a Interactive training
- ^a Workbooks and examples
- ^a Case studies
- ^a Group work and assignments

HOW TO REGISTER:

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