

## COURSE DESCRIPTION

# CHV011 – Commercial and Legal Aspects of a Contract

### Course goal

Overview of commercial and legal aspects of contracts: from conclusion of the contract to contract execution.

### Main learning objectives

- Enumeration of the major legal conditions to be part of a contract
- Summary of commercial and legal rules applicable for your business
- Examples of using these rules in your daily business
- Assessing contractual risks
- Recognition where professional support is required
- Bank Guarantees
- Parent Company Guarantees
- Consortium Agreements
- Taxes
- Insurance Matters
- Actual version and developments of Incoterms

### Participant profile

Sales engineers, project managers, project controllers, commercial assistants

### Prerequisites

Basic knowledge of commercial and legal aspects of a contract as well as relevant experience is recommended. Interested in risk analyses and minimizing contractual and non-contractual risks with the objective of a successful conclusion and execution of a contract.

### Course type

This is a face-to-face class room training with min. 7 and max. 16 participants.

### Learning methods and tools

Lectures given by experienced experts, exercises based on actual cases, discussions  
**Laptop** or tablet is required to have access to the e-documentation. Please bring your own device.

### Duration

2 days

### Topics

- Conclusion of Contracts and the use of "General Terms and Conditions"
- Minimum Contract Standards / WILD Card
- Limitation of Warranties and Liabilities
- Group Directives & Group Instructions
- Claims Management
- Risk Game
- L/C's and their Risks
- Export and Trade Finance
- Payment Conditions and Payment Securities