

Control the legal risks of your international contracts



IE-47 2 Days (14 Hours)

Description

3/4 of the problems encountered on an international project or business originate from poorly written contract clauses and poor monitoring of exchanges of letters given the importance of the financial issues. This training in international law allows you to understand contractual risks, answer your questions and prevent identified risks.

Who is this training for ?

For whom

Business engineer, project manager, sales and export manager, area manager. Legal and Export Services Collaborator.

Prerequisites

None

Training objectives

- Identify and contractually control international buyer/seller risks.
- Adapt the various international contracts to their context (sales, purchase, distribution contracts, etc.).
- Negotiate and integrate the clauses in its favor.
- Integrate the legal and contractual approach into the offer.
- Financially secure its international operations.

Training program

Sécurisez votre offre à l'international

- The formation of the contract the importance of the oral and written.
- Understand the specificities of the preliminary contracts MOU, LAW...
- Identify who has the power to bind society.
- Insert key clauses to protect your interests.

Maîtrisez les clauses juridiques de vos contrats

- The entry into force of the contract.
- The mirage of international retention of title.
- Delivery, its risks
- The product, its limits, the guarantee.
- Force majeure, hardship.

Gérez vos clauses à haut risques

- Understand the difference between penalties and 'liquidated damages'.
- Identify and limit liability risks (CAP).
- Master atypical clauses: endorsement ...

Maîtrisez le risque financier et fiscal

- Know how to analyze political and fiscal risk.
- Understand the different types of bank guarantees.
- Adapt your payment methods to the country/client pair.

Régalez avantageusement les litiges à l'international

- Know how to anticipate disputes.
- Manage the dispute, get out of a dispute.
- The different international contracts and their characteristics
- Contract sales, agent, distribution.
- Technology transfer contract.
- Joint venture contract.