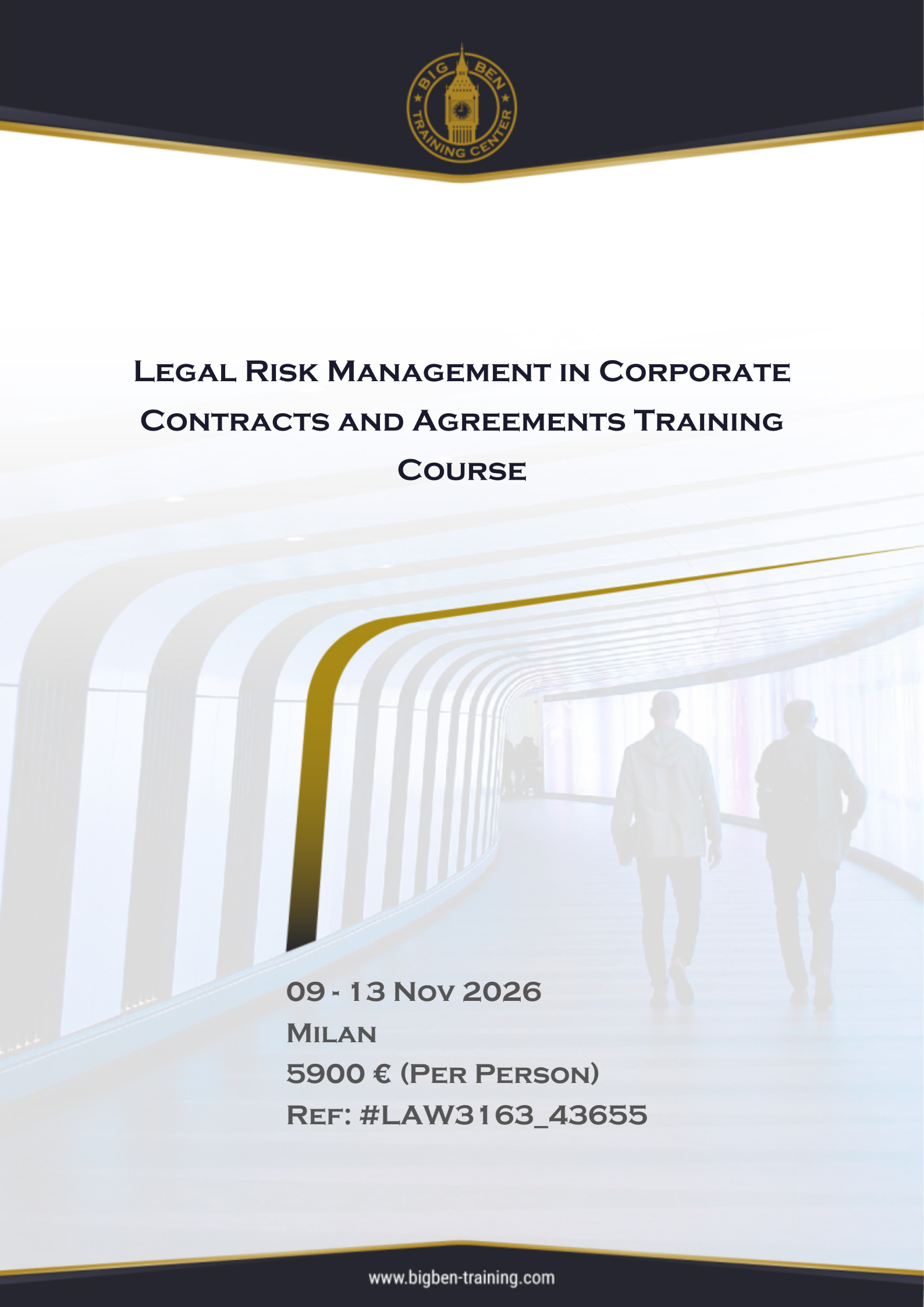
Legal Risk Management in Corporate Contracts and Agreements Training Course



09 - 13 Nov 2026

Milan

5900 € (Per Person)

Ref: #LAW3163_43655

Course Introduction / Overview:

Managing corporate contracts is a critical function that requires a deep understanding of legal risks. This specialized training course, from BIG BEN Training Center, is designed for professionals who want to master the art of drafting, negotiating, and managing contracts to protect their organization. We will explore key topics such as contract formation, risk allocation, dispute resolution, and regulatory compliance. Drawing on the work of legal scholars like Timothy E. Murray, a prominent contracts expert, and influential books such as "Corbin on Contracts," this program goes beyond basic contract law. Participants will learn how to identify potential legal liabilities, negotiate favorable terms, and implement a robust contract management system. The curriculum is designed to help you streamline the contract lifecycle, from initial drafting to final execution. Our goal is to equip you with the knowledge and confidence to make sound legal decisions that will ensure the long-term success and sustainability of your business. This is a must-have course for anyone serious about managing legal risks in corporate agreements.

Target Audience / This training course is suitable for:

- Contract managers and administrators.
- Procurement and purchasing specialists.
- Legal department staff.
- Business development managers.
- Corporate counsel.
- Project managers.
- Executives and senior leaders.
- Anyone involved in drafting or negotiating contracts.

Target Sectors and Industries:

- All private and public sector industries.
- Corporate and legal departments.
- Technology and software.
- Financial services.
- Manufacturing and energy.
- Real estate and construction.
- Consulting and advisory firms.
- Government agencies and equivalents.

Target Organizations Departments:

- Legal and corporate affairs.
- Procurement and contracts.
- Risk management departments.
- Finance and audit.
- Sales and marketing.
- Business development.
- Operations management.
- Executive leadership.

Course Offerings:

By the end of this course, the participants will have able to:

- Master the principles of contract formation.
- Identify and mitigate key legal risks in agreements.
- Draft and negotiate effective contract clauses.
- Implement a robust contract management system.
- Understand liability, indemnity, and warranty clauses.
- Navigate dispute resolution and legal remedies.
- Ensure regulatory compliance in contractual relationships.
- Review and analyze complex agreements.
- Protect your organization's interest in commercial transactions.

Course Methodology:

This training course is highly interactive and practical, with a strong focus on real-world contract scenarios. Our methodology is centered on hands-on learning through detailed case studies that are based on real-world contract challenges. Participants will get the chance to work through scenarios, like a contract dispute or a negotiation with a difficult vendor. We also use interactive group discussions and workshops to explore complex topics, like the legal and ethical aspects of contract drafting. The curriculum is designed with practical exercises that help you apply legal concepts to your own work. For example, a session might involve a role-playing exercise where you negotiate key contract terms. This hands-on approach, combined with expert-led presentations and continuous feedback, ensures a dynamic learning environment where participants can deepen their understanding and develop practical contract management skills. Our program is designed to be a highly effective and memorable experience, giving you the tools to succeed in your professional journey.

Course Agenda (Course Units):

Unit One: Foundations of Corporate Contracts

- Introduction to contract law principles.
- Types of commercial agreements.
- Drafting a solid contract: key components.
- Legal risks in contract formation.
- Negotiation strategies and best practices.

Unit Two: Risk Management in Contracts

- Identifying and assessing legal risks.
- Liability, indemnity, and warranty clauses.
- Force majeure and termination rights.
- Confidentiality and non-disclosure agreements.
- Limitation of liability.

Unit Three: Negotiation and Dispute Resolution

- Advanced negotiation techniques.
- Dispute resolution clauses.
- Alternative dispute resolution (ADR).
- Breach of contract and remedies.
- Litigation and legal proceedings.

Unit Four: Contract Management and Compliance

- Implementing a contract management system.
- Ensuring regulatory compliance.
- Data privacy and security in contracts.
- Monitoring and enforcing contract terms.
- Renewals, amendments, and terminations.

Unit Five: Specialized Contract Types and Trends

- Service and vendor agreements.
- Intellectual property and licensing agreements.
- Mergers and acquisitions.
- The impact of AI on contract management.
- The future of legal risk management.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an increasingly complex regulatory environment, how can organizations use smart contract technology to automate compliance while also maintaining flexibility and legal accountability?

What unique qualities does this course offer compared to other courses?

This training course is unique because it is specifically designed for professionals who want to master legal risk management within the context of corporate contracts. While many courses offer a general overview of contract law, our program is designed to give you the practical, hands-on skills needed to protect your organization from legal liabilities. We focus on real-world scenarios and use a case-based approach, which is far more engaging than a typical lecture. The curriculum is not just about drafting contracts, it is about identifying and mitigating risks throughout the entire contract lifecycle. By combining legal theory with practical, administrative training, our course helps you become a more confident and effective professional, ensuring that your organization operates with a strong foundation of legal compliance and ethical conduct.