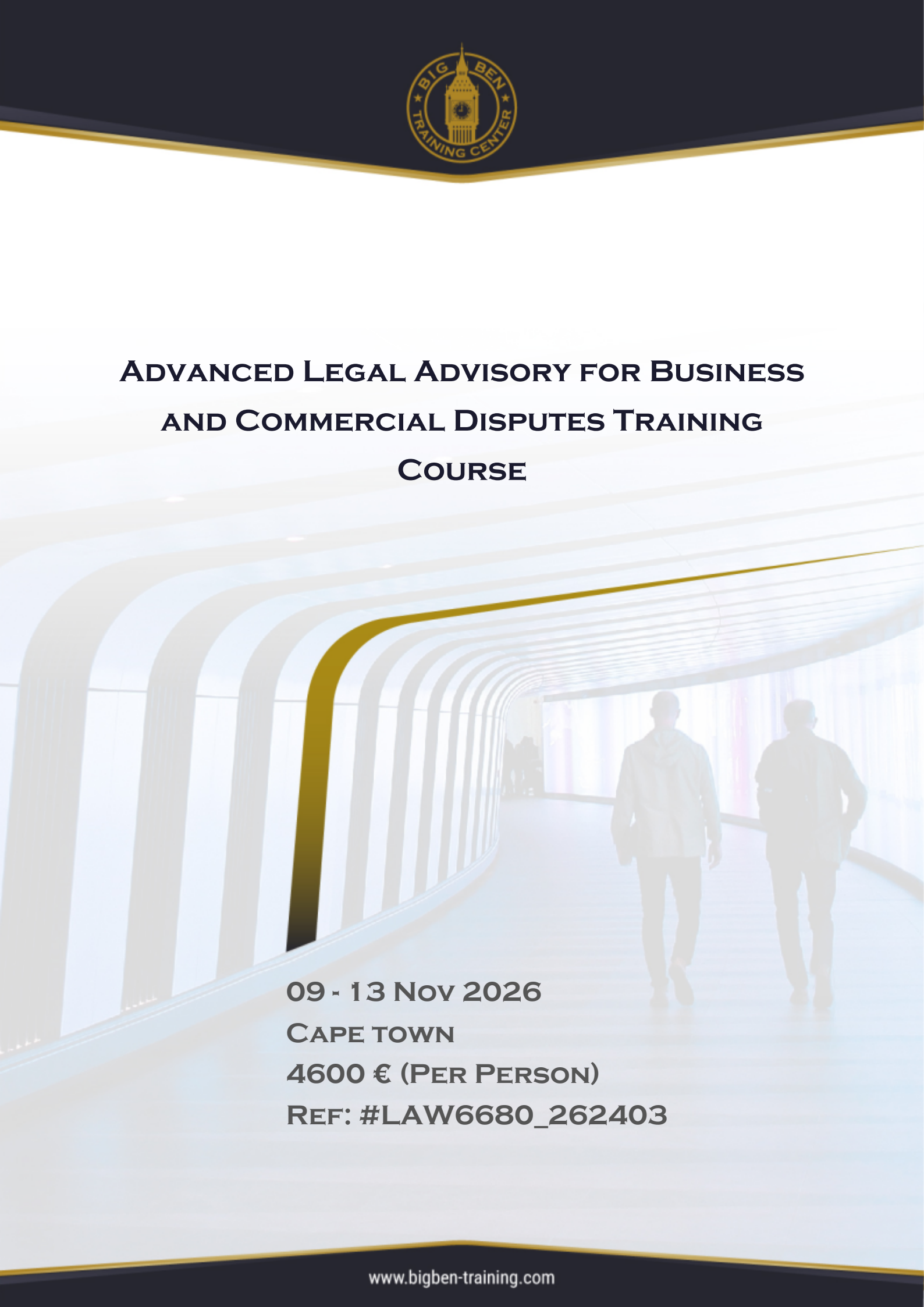
Advanced Legal Advisory for Business and Commercial Disputes Training Course



09 - 13 Nov 2026

Cape town

4600 € (Per Person)

Ref: #LAW6680_262403

Course Introduction / Overview:

Navigating legal disputes is an inevitable part of doing business. This advanced training course, from BIG BEN Training Center, is designed for professionals who need to act as legal advisors in commercial and business disputes. We will explore key topics such as negotiation, mediation, arbitration, and litigation from a practical, results-oriented perspective. Drawing on the work of legal experts like Frank E. A. Sander, a pioneer in alternative dispute resolution, and influential books such as "Dispute Resolution: Negotiation, Mediation, and Other Processes," this program goes beyond basic legal training. Participants will learn how to identify potential disputes early, develop a strategic legal position, and manage the dispute resolution process effectively. The curriculum is designed to help you advise on the best course of action, whether that means a negotiated settlement or going to court. Our goal is to equip you with the knowledge and confidence to handle complex legal conflicts and protect your organization's interests. This is a crucial course for any professional who wants to master the art of dispute resolution.

Target Audience / This training course is suitable for:

- In-house counsel and legal advisors.
- Corporate lawyers.
- Business owners and executives.
- Compliance and risk management officers.
- Senior managers.
- Contracts and procurement specialists.
- Legal department staff.
- Business consultants.
- Anyone who advises on or manages legal disputes.

Target Sectors and Industries:

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

Target Organizations Departments:

- Legal and corporate affairs.
- Risk management departments.
- Contracts and procurement.
- Business development.
- Executive leadership.
- Sales and marketing.
- Internal audit.
- Corporate governance.

Course Offerings:

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

- Master the principles of commercial legal advisory.
- Identify and mitigate legal risks in business operations.
- Develop a strategic approach to dispute resolution.
- Master negotiation and settlement techniques.
- Understand the processes of mediation and arbitration.
- Navigate the litigation process.
- Advise on legal remedies and damages.
- Draft effective settlement agreements and legal memos.
- Protect the organization's interests in legal conflicts.

Course Methodology:

This training course is highly interactive and practical, with a strong focus on real-world legal disputes. Our methodology is centered on hands-on learning through detailed case studies that are based on real-world commercial conflicts. Participants will get the chance to work through scenarios, like a breach of contract claim or a shareholder dispute. We also use interactive group discussions and role-playing exercises that help you practice key skills, such as negotiating a settlement or mediating a conflict. We believe this hands-on learning is essential for mastering the nuances of dispute resolution. The course also includes group discussions, where you can share insights and learn from the experiences of other professionals. By combining legal theory with practical, administrative training, this program helps you not only understand legal principles but also apply them to your role with confidence and a focus on favorable outcomes.

Course Agenda (Course Units):

Unit One: Foundations of Business Disputes

- Types of commercial disputes.
- Early dispute identification.
- Legal risk assessment.
- The role of legal counsel.
- Developing a legal strategy.

Unit Two: Negotiation and Settlement

- Principles of effective legal negotiation.
- Settlement strategies and techniques.
- Drafting settlement agreements.
- Mediation: process and best practices.
- Ethical considerations in negotiation.

Unit Three: Arbitration and Alternative Dispute Resolution

- Introduction to arbitration.
- Advantages and disadvantages of arbitration.
- The arbitration processes.
- Enforcing arbitration awards.
- Other forms of ADR.

Unit Four: Litigation Management

- The litigation process overview.
- Managing a lawsuit.
- Discovery and evidence.
- Trial and judgment.
- Appeals and enforcement.

Unit Five: Modern Trends and Challenges

- The impact of technology on disputes.
- Cross-border legal disputes.
- The role of data and e-discovery.
- Legal advisory in a digital age.
- Future trends in dispute resolution.

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 globalized business environment, how can legal advisors effectively manage and resolve cross-border disputes that involve different legal systems and jurisdictions?

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

This training course is unique because it is designed for professionals who need to act as a legal advisor in commercial disputes. While many courses offer a general overview of dispute resolution, our program is designed to give you the practical, hands-on skills needed to manage a conflict from start to finish. We use a case-based approach, which is far more engaging than a typical lecture, to help you understand how legal principles are applied in the real world. We focus on key areas like negotiation, mediation, and litigation, giving you the tools to make smart decisions and protect your organization from legal challenges. By combining legal theory with practical, administrative training, our course helps you become a more confident and effective legal professional.