International Commercial Agreements and Joint Ventures Training Course

01 - 05 Nov 2026

Doha

5500 € (Per Person)

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Course Introduction / Overview:

This intensive training course provides a comprehensive A-to-Z guide on the critical skills required for drafting, negotiating, and managing international commercial agreements and joint venture contracts. In today's globalized economy, the ability to create legally sound and commercially viable cross-border agreements is paramount for success and risk mitigation. This program delves into the complex interplay of different legal systems, commercial practices, and negotiation strategies that define international business transactions. Drawing on principles articulated by leading experts like Jeswald W. Salacuse in works such as "The Global Negotiator", the course moves beyond mere theory to offer practical, actionable insights. Participants will explore the entire lifecycle of an agreement, from the initial letter of intent and due diligence to the final exit strategy. At BIG BEN Training Center, we have designed this curriculum to empower professionals with the confidence to navigate the intricacies of international contract law, ensuring their organizations are well-protected and positioned for growth in the international arena.

Target Audience / This training course is suitable for:

- Corporate Lawyers and In-House Counsel.
- Contract Managers and Administrators.
- Commercial Directors and Managers.
- Business Development and Strategy Professionals.
- Procurement and Supply Chain Managers.
- Project Managers involved in international projects.
- Entrepreneurs and Business Owners expanding globally.
- Legal Consultants and Advisors.
- Finance Managers and Executives.
- Compliance Officers.

Target Sectors and Industries:

- Oil and Gas and Energy Sector.
- Construction and Engineering.
- Information Technology and Telecommunications.
- Banking and Financial Services.
- Pharmaceuticals and Healthcare.
- Manufacturing and International Trade.
- Logistics and Transportation.
- Real Estate and Infrastructure Development.
- Governmental bodies and public sector enterprises.
- Consulting and Professional Services.

Target Organizations Departments:

- Legal Department.
- Contracts and Commercial Department.
- Procurement and Purchasing.
- Business Development and Sales.
- Project Management Office.
- Finance and Treasury.
- International Operations.
- Strategic Planning.
- Compliance and Risk Management.
- Mergers and Acquisitions.

Course Offerings:

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

- Draft clear, concise, and legally enforceable international commercial agreements.
- Structure and negotiate complex joint venture contracts from inception to completion.
- Identify and mitigate common risks associated with cross-border transactions.
- Master the use of key contractual clauses, including governing law, dispute resolution, and force majeure.
- Analyze and interpret the legal implications of different contract structures.
- Develop effective negotiation strategies tailored to cross-cultural contexts.
- Manage the contract lifecycle, including amendments, renewals, and termination.
- Conduct thorough due diligence for potential joint venture partners.
- Ensure contractual compliance with international trade laws and regulations.
- Formulate robust exit strategies for joint ventures and international partnerships.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. We move beyond traditional lectures to foster a dynamic learning environment built on real-world application. The course heavily utilizes case studies of actual international commercial agreements and joint venture formations, allowing participants to analyze successes and failures to draw actionable lessons. Interactive workshops and group exercises will challenge attendees to draft and review contract clauses, simulate negotiation scenarios, and solve complex legal-commercial problems collaboratively. Peer-to-peer feedback and expert-led discussions are integral to the process, providing diverse perspectives and deepening understanding. Participants will receive practical tools, checklists, and templates that they can adapt for their own organizational needs. This hands-on approach guarantees a comprehensive mastery of the subject matter, transforming theoretical knowledge into tangible, career-enhancing skills.

Course Agenda (Course Units):

Unit One: Foundations of International Commercial Agreements

- Introduction to international contract law and key legal systems.
- The distinction between different types of international agreements.
- Understanding the role of conventions like CISG.
- Pre-contractual instruments like Letters of Intent (LOI) and Memoranda of Understanding (MOU).
- Key principles of contract formation in a cross-border context.
- The importance of clear definitions and interpretation clauses.
- Identifying the parties and ensuring their capacity to contract.

Unit Two: Mastering the Drafting of Core Contractual Clauses

- Drafting effective representations, warranties, and covenants.
- Structuring payment terms, pricing, and currency clauses.
- Crafting robust confidentiality and non-disclosure provisions.
- Understanding and drafting effective force majeure clauses.
- Limitation of liability, indemnification, and insurance clauses.
- Boilerplate clauses and their critical importance.
- Governing law and jurisdiction clauses.

Unit Three: Structuring and Negotiating Joint Venture Agreements

- Fundamentals of joint ventures and strategic alliances.
- Choosing the right legal structure for a joint venture.
- Conducting effective due diligence on potential partners.
- Key terms in a JV agreement: contributions, ownership, and governance.
- Drafting management and control provisions.
- Allocating profits, losses, and liabilities.
- Mechanisms for resolving deadlocks between partners.

Unit Four: Advanced Considerations in International Contracts

- Intellectual property rights protection in international agreements.
- Competition law implications in JVs and commercial contracts.
- Navigating anti-bribery and anti-corruption compliance.
- Managing risks related to political and economic instability.
- Advanced negotiation tactics for cross-cultural environments.
- Drafting and managing technology transfer and licensing agreements.
- Understanding guarantees, bonds, and letters of credit.

Unit Five: Contract Management, Dispute Resolution, and Termination

- Effective contract lifecycle management strategies.
- Drafting and managing contract amendments and variations.
- Mechanisms for dispute resolution: litigation, arbitration, and mediation.
- Drafting an effective multi-tiered dispute resolution clause.
- Strategies for contract termination and consequences of breach.
- Formulating clear exit strategies and dissolution provisions for JVs.
- Post-contractual obligations and survival of clauses.

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 a cross-border joint venture, how can legal drafters effectively balance the need for standardized, legally robust clauses with the necessity of accommodating diverse cultural norms and business practices?

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

This course distinguishes itself by focusing intensely on the practical application of legal principles in real-world commercial scenarios. While many programs provide a theoretical overview of international contract law, our curriculum is built around a hands-on, workshop-based approach. Participants do not just learn about clauses; they draft, critique, and negotiate them using carefully selected case studies that reflect the complexities of modern cross-border transactions. The course places a unique emphasis on the commercial rationale behind legal structures, ensuring that participants understand not just what to write, but why. Furthermore, we dedicate significant time to the nuances of joint ventures, an area often covered only superficially elsewhere. The curriculum integrates strategic business considerations with legal drafting, teaching participants how to create agreements that are not only legally sound but also commercially astute and operationally practical. This holistic perspective, combining legal precision with business acumen, provides a deeper, more applicable learning experience.