Practical Skills in International Contracts and Comparative Law Training Course



09 - 13 Nov 2026

Munich

5100 € (Per Person)

Ref: #LEG1213_42605

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of international contracts and the principles of comparative law. It's designed to equip legal and business professionals with the skills they need to draft, negotiate, and manage cross-border agreements in a globalized world. Participants will get an understanding of the legal frameworks governing international transactions, with an emphasis on key concepts from different legal systems. We delve into everything from the formation of international contracts to the resolution of disputes, with a focus on practical application and risk management. This course also covers critical areas like the United Nations Convention on Contracts for the International Sale of Goods (CISG). BIG BEN Training Center is proud to offer a program that not only focuses on core legal principles but also incorporates real-world case studies from various jurisdictions, giving participants a true sense of comparative law in practice. The course is built on the works of leading scholars in international commercial law, like Arthur T. von Mehren, co-author of The Civil Law System: Cases and Materials, and Michael D. Bridge, known for his research on sale of goods law. Our curriculum uses practical examples and interactive exercises, ensuring that participants can apply their newfound knowledge immediately in their professional roles.

Target Audience / This training course is suitable for:

- Legal professionals and corporate lawyers.
- Contracts and procurement managers.
- Business development professionals.
- International trade specialists.
- Exporters and importers.
- Compliance officers.
- Academics and researchers in international law.

Target Sectors and Industries:

- International trade and commerce.
- Logistics and supply chain management.
- Financial services.
- Manufacturing and production.
- Energy and natural resources.
- Technology and telecommunications.
- Government agencies and international organizations.

Target Organizations Departments:

- Legal Affairs.
- International Business.
- Contracts and Procurement.
- Global Supply Chain.
- Risk and Compliance.
- Finance.
- Export-Import.

Course Offerings:

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

- Understand the principles of international contract law.
- Draft and review international commercial agreements.
- Navigate the legal differences between common law and civil law systems.
- Apply the CISG to international sales contracts.
- Mitigate legal and business risks in cross-border deals.
- Negotiate and manage international disputes.
- Choose the right jurisdiction and dispute resolution mechanism.
- Manage currency, payment, and force majeure clauses.
- Ensure compliance with international trade regulations.

Course Methodology:

BIG BEN Training Center's approach to this training course is highly interactive and practical, with an emphasis on hands-on learning and real-world application. We move beyond simple lectures, using a variety of teaching methods that engage participants and reinforce key concepts. Case studies based on actual international contract disputes are central to the curriculum, allowing attendees to apply their knowledge of comparative law and contract principles in a simulated environment. Group workshops encourage teamwork and collaboration, helping participants develop communication and problem-solving skills critical for complex cross-border negotiations. The program also uses role-playing exercises to practice contract drafting and negotiation techniques. Additionally, we integrate interactive sessions focused on the latest trends in international commercial law and legal technology, providing a clear and comprehensive look at the modern landscape. Feedback is an important part of our methodology, with instructors providing personalized insights and guidance throughout the course to help each participant grow as a contract professional.

Course Agenda (Course Units):

Unit One: Foundations of International Contracts.

- Legal frameworks for international contracts.
- Common law vs. civil law systems.
- The role of international conventions, including CISG.
- Principles of contract formation.
- Good faith and fair dealing.
- Language and interpretation of contracts.
- The battle of the forms.

Unit Two: Key Clauses in International Agreements.

- Drafting essential clauses.
- Payment and currency clauses.
- Force majeure and hardship clauses.
- Governing law and jurisdiction.
- Intellectual property rights and indemnification.
- Warranties and representations.
- Termination rights and remedies.

Unit Three: Negotiation and Dispute Resolution.

- Strategies for effective cross-cultural negotiation.
- Legal and commercial due diligence.
- Alternative dispute resolution methods.
- International commercial arbitration.
- The role of the International Chamber of Commerce (ICC).
- Enforcement of foreign judgments and arbitral awards.
- Litigation in a cross-border context.

Unit Four: Specialized Contract Types.

- International sale of goods agreements.
- Distribution and agency agreements.
- Joint ventures and partnerships.
- Licensing and technology transfer.
- Service agreements.
- Mergers and acquisitions.
- Investment and financing agreements.

Unit Five: Practical Applications and Compliance.

- Managing legal risks in international transactions.
- Compliance with anti-corruption and sanctions laws.
- The role of Incoterms.
- Documentation and logistics.
- Case studies in international contract drafting.
- Future trends in international commercial law.
- Best practices for global contracts.

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:

How do the fundamental differences between common law and civil law systems influence the approach to drafting a contract, and what are the practical consequences of these differences in international disputes?

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

This course stands out because it provides an integrated and practical approach to international contracts and comparative law. It goes beyond the theoretical, offering a curriculum that blends legal principles with real-world business and cultural considerations. We understand that success in global business requires more than just knowing the law, it's about navigating the complexities of different legal systems and customs. That's why we place a significant emphasis on skills like cross-cultural negotiation, risk mitigation, and alternative dispute resolution, making sure participants are prepared for the full range of challenges they will face. Our focus on practical application through realistic case studies, role-playing, and interactive sessions ensures that participants don't just learn a concept, they master a skill. We also make a point of keeping our content current, so it reflects the latest trends in global trade and international law. This forward-thinking approach, combined with the professional expertise of BIG BEN Training Center, makes for a program that is both academically sound and immediately useful in a professional setting.