



Understanding and Negotiating Better Contract Terms

What You'll Learn

You'll learn how to evaluate contract clauses from the customer's *and* the supplier's perspective – 29 clauses commonly found in many types of agreements will be discussed. You'll be able to identify the risk for each clause's core concepts and to devise potential "fallback" positions for each. You'll acquire the knowledge necessary to make your contracts easier to manage, and you'll improve your contract negotiation skills.

Should You Attend?

This Workshop is for you: if you review, draft, negotiate or, sign contracts of any size; if you work in contract management, project management, Procurement/Sourcing, or another department and want to understand the "legal" implications of contract terms; if you work in Legal and want to understand the "business" implications of contract terms and how to protect them better; or if you want a better understanding of contracts.

Skills, Tips, and Insights You'll Leave With

- Understand Legalese
- Increase your contracts IQ
- Enhance your drafting skills
- Negotiate better contract terms
- Improve your contracts' readability
- Improve your interactions with your attorney/clients
- Understand the suppliers' contractual concerns and positions
- Learn to identify contract risk and to develop mitigations strategies

Workshop Length and Delivery Model

2 days of live training conducted at your site...at your convenience

No Hagggle/No Hassel Pricing

\$18,500 USD for continental US sites (all travel and other expenses included); contact us for pricing outside of the continental US

Contact Us Today to Schedule This Workshop at Your Site

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