

Legal environment and contract negotiation

Targeted audience

Project managers and consultants working in an international environment.

Objectives

- Design a contract that best fits their needs,
- Identify key mechanisms and main techniques which enable a successful negotiation,
- Identify different kind of habits and point of the contracting parties according to their geographical location.

Paris	From monday 12th to friday 16th october 2009	Registration : Tél : +33 1 4251 6116 Fax : +33 1 4251 6131	Session n°49019	3 550 € + TVA Lunch included
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Coordination : M. Jean-Pierre LORRAIN / *Consultant*

Project Manager : [Jean-Olivier LAVAL / Consultant Associé - Ponts Formation Edition](#)

monday 12th october

Environment and evolution of international commercial relationships

- Flashback and recent evolution
- Competition rules

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International legal environment

- Different legal systems
- Current rules applied in international relationships

M. TSE
Barrister - Gide Loyrette Nouel

tuesday 13th october

Different kinds of contracts : from contract service to delegated management

- General typology of contract
- Different schemes of setting-up
- Contract for construction
- Contract for services and concession

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wednesday 14th october

Key provisions of a contract :

- Technical and commercial obligations
- Financial obligations
- Liabilities, guarantees and penalties

M. ALLUAUME
Barrister - August & Debouzy

Financial aspects of a project :

- Different kind of project financing
- Risk management and new tendencies

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thursday 15th october

Contract negotiation

- Key mechanisms of a negotiation
- Techniques of negotiation

Practical exercises

Mme SUSSMANN
Négociateurs Associés

friday 16th october

Role and point of view between credit –export agencies, international organisations and COFACE

Coface Expert

Arbitration and settlement of litigations

M. TSE

Practical case

M. LORRAIN