

# Legal environment and contract negotiation

## International seminar

### 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.

<b>Paris</b>	<b>From monday 10<sup>th</sup> to friday 14<sup>th</sup> october 2011</b>	Registration : Tél : +331 4251 6116 Fax : +331 4251 6131	<b>Session n°41018</b>	3 850 €+ TVA Lunch included
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Coordination : M. Philippe DEWAST / Avocat  
Organisation : [M Florent STREIFF / Metratch](#)

### monday 10<sup>th</sup> october

#### Environment and evolution of international commercial relationships

- Flashback and recent evolution
- Competition rules

M. DEWAST

#### International legal environment

- Different legal systems
- Current rules applied in international relationships

M. TSE  
Barrister - Gide Loyrette Nouel

### tuesday 11<sup>th</sup> 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 12<sup>th</sup> 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

M. DEWAST

### thursday 13<sup>th</sup> october

#### Contract negotiation

- Key mechanisms of a negotiation
- Techniques of negotiation

Practical exercises

Mme SUSSMANN  
Négociateurs Associés

### friday 14<sup>th</sup> 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. DEWAST