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.

Paris	From monday 8th to friday 12th october 2012	Registration : Tél : +331 4251 6116 Fax : +331 4251 6131	Session n°42018	4 000 € + TVA Lunch included

Coordination : M. Philippe DEWAST / Avocat
Organisation : **M Florent STREIFF / Metratech**

monday 08th 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

thuesday 09th 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

    M. DEWAST

wednesday 10th 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

thusday 11th october
Contract negociation
- Key mechanisms of a negociation
- Techniques of negociation

Practical exercises

    Mme SUSSMANN
    Négociateurs Associés

friday 12th 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