

By the end of the seminar, the trainees will have acquired the elements of knowledge and methods that allowing them to :

- 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

Targeted audience

Project managers and consultants working in an international environment

Monday, 26th of October

■ 9h30 **J-Olivier LAVAL** *PFC-Metratech*

Opening of the seminar

■ 10h00 **Philippe DEWAST** *Lawyer*

Environment and evolution of international commercial relationships

- Flashbacks and recent evolution
- Competition rules

■ 14h00 **Bruno DE CAZALET** *Consultant*

International legal environment

- Different legal systems
- Current rules applied in international relationships

Tuesday, 27th of October

■ 9h30 **Philippe DEWAST** *Lawyer*

Different kinds of contract : from contract service to delegated management

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

Wednesday, 28th of October

■ 9h30 **Charles ALLUAUME** *Lawyer*

Key provisions of a contract

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

■ 14h00 **Philippe DEWAST**

Financial aspects of a project

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

Thursday, 29th of October

■ 9h30 **Alain BOURDEAUX** *Lawyer*

Contract negotiation

- Key mechanisms of a negotiation
- Techniques of negotiation

Practical exercises

Friday, 30th of October

■ 9h30 **Sandra MAILLARD** *Coface expert*

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

■ 14h00 **Bruno DE CAZALET**

Arbitration and settlement of litigations

■ 16h00 **Philippe DEWAST**

Practical cases

■ 17h00 **Jean-Olivier LAVAL**

Evaluations and closing of the seminars

Workdays end at 5:30 pm

This seminar takes place in Maison des Ponts 15 rue de la Fontaine au Roi 75011 Paris