

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, 24<sup>th</sup> of October**

■ 9h30J-Olivier LAVAL *PFC-Metrattech*

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, 25<sup>th</sup> 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, 26<sup>th</sup> 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, 27<sup>th</sup> of October**

■ 9h30 **Alain BOURDEAUX** *Lawyer*

**Contract negotiation**

- Key mechanisms of a negotiation
- Techniques of negotiation

**Practical exercises**

**Friday, 28<sup>th</sup> 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