

- Title : *Commercial Contract Law for Managers and Executives*
- Format : Two days (9:30 am to 5:00 pm)
- Concept : Legal knowledge is becoming more and more important to business managers and executives for enabling the proper discharge of their duties. Through this course, participants are provided with a comprehensive overview of the law of contract material to their daily tasks at work. To further enhance their understanding and to facilitate direct application of knowledge to their work, the course content is designed with the focus on those contracts commonly used in daily commercial transactions. Through this course, participants will be further introduced to salient terms in different types of commercial contracts commonly encountered in the procurement of goods and services and business arrangements. The course will also cover the key case laws and main means of alternative dispute resolution in relation to contractual disputes in commercial transactions, with reference to local and overseas experience.
- Objective : Completion of the course should enable participants to:-
- Understand the fundamental concepts of the law of contract;
  - Become familiar with different terms commonly encountered in commercial contracts;
  - Appreciate the principles in the major case laws concerning commercial transactions in Hong Kong and overseas;
  - Know how to deal with contractual disputes;
  - Acquire and be able to apply in-depth knowledge for drafting commercial contractual terms; and
  - Deal with and handle contractual matters and disputes in their workplace.
- Approach : This course utilises an interactive learning approach. With the combined use of lectures, case studies and group discussion, participants will be able to understand the principles of the laws on both sides and apply them with ease in real life situations.

Medium : Cantonese supplemented with English (with English handouts)

Content : The course will be divided into 2 modules:-

(a) Module One – Contract Law Fundamentals

- Introduction to law of contract
- Elements of a valid contract
- Types of contracts
- Terms of contract
- Breach of contracts
- Remedies for breach of contracts
- Termination of contracts

(b) Module Two – Commercial Contracts and Dispute Resolution

- Drafting Commercial Contracts
- Price and Payment
- Exclusion and Limitation Clauses
- Termination and Consequences
- Liquidated Damages
- Warranties and Indemnities
- Governing Law
- Dispute Resolution

Audience : Those who should attend this course include:-

- Corporate executives and business managers
- Directors of small and medium enterprises
- Operation managers and project managers involved in commercial transactions and operations
- Financial advisors and controllers to businesses
- Those interested in understanding the latest development in commercial contracts