



**Virtual Training Workshop on  
Techniques for Negotiating Contracts between Companies  
Program (GMT)**

May 30, 2022	
9.30 - 9.40 a.m.	<p>Welcoming Speech of the Director-General of ICDT</p> <p>Presentation of the trainer and the Program</p>
9.40 - 10.40 a.m.	<p><b>Session I. Foundations of a successful negotiation</b></p> <ul style="list-style-type: none"> <li>○ Definition and types of negotiation;</li> <li>○ Preparation of the negotiation;</li> <li>○ Process of the negotiation;</li> <li>○ Conclusion and follow-up of the negotiation.</li> </ul> <p><b>Questions &amp; Answers</b></p>
10.40 - 10.50 a.m.	<b>Break</b>
10.50 - 11.50 a.m.	<p><b>Session II. Techniques for drafting an international sales contract</b></p> <ul style="list-style-type: none"> <li>○ Purpose and price clauses ;</li> <li>○ Entry into force clause;</li> <li>○ Transfer of risk and ownership clauses;</li> <li>○ Guarantee clauses.</li> </ul> <p><b>Questions &amp; Answers</b></p>
11.50 a.m. - 12.50 p.m.	<b>Break</b>
12.50 - 13.50 p.m.	<p><b>Session III. Drafting techniques (continued), and case study</b></p> <ul style="list-style-type: none"> <li>○ Terms of payment clause ;</li> <li>○ Force majeure clause;</li> <li>○ Dispute resolution clause;</li> <li>○ Case study of an international sales contract.</li> </ul> <p><b>Questions &amp; Answers</b></p>
13.50 - 14.00 p.m.	Closing Remarks of the ICDT