



Unlock Your Negotiation Power!

Contract Law Masterclass for Managers

Date: 14th September

Location: CDU Casuarina Campus, Ellengowan Drive, Red 06.1.04

Time: 9:00 AM - 5:00 PM

Are you a manager, executive, or public servant looking to enhance your contract negotiation skills? Don't miss this exclusive opportunity to join our one-day masterclass on Negotiating Contracts! Gain the confidence and knowledge necessary to navigate the complexities of contract law and execute projects effectively.

What You Will Learn:

- > Understand the fundamentals of contracts
- > Read and analyze contracts, including key clauses
- > Develop negotiation techniques for successful contract outcomes
- > Draft favorable contract terms for your organization
- > Empower yourself to negotiate and execute deals with ease

Led by facilitator Gareth Benson, this masterclass promises practical insights and real-world scenarios to sharpen your contract negotiation prowess.

DAY OVERVIEW

MORNING SESSION:

- > **Registration and Welcome (9:00 AM - 9:15 AM)**
Join us as we kick off the day, introducing the agenda and objectives.
- > **Introduction to Contract Law (9:15 AM - 10:00 AM)**
Explore the essential principles and concepts of contract law. Learn about key elements such as offer, acceptance, consideration, and legal capacity.
- > **Formation of Contracts (10:00 AM - 11:00 AM)**
Discover the contract formation process and common issues to watch out for in written, oral, and implied contracts.
- > **Break (11:00 AM - 11:15 AM)**
Take a short break to refresh and network with fellow participants.
- > **Essential Contract Terms (11:15 AM - 12:30 PM)**
Identify and understand vital contract terms, including warranties, indemnities, and termination provisions, through engaging case studies and discussions.
- > **Lunch Break (12:30 PM - 1:30 PM)**
Enjoy a delicious lunch and seize the opportunity to network with other attendees.

AFTERNOON SESSION:

- > **Breach of Contract and Remedies (1:30 PM - 2:30 PM)**
Learn about breach scenarios and the available remedies such as damages, specific performance, and injunctions. Discover strategies to resolve disputes and avoid litigation.
- > **Managing Contracts in Practice (2:30 PM - 3:30 PM)**
Gain practical guidance on contract management through role plays and negotiation workshops. Learn techniques for drafting, negotiation, and effective administration.
- > **Break (3:30 PM - 3:45 PM)**
Take a short break before the final session.
- > **Contractual Challenges and Legal Updates (3:45 PM - 4:30 PM)**
Explore the latest challenges in business, including Artificial Intelligence and blockchain. Stay updated on recent legal developments impacting contract management.
- > **Q&A and Closing Remarks (4:30 PM - 4:45 PM)**
Recap key takeaways, address specific concerns in a Q&A session, and distribute participation certificates.

Don't miss this opportunity to elevate your negotiation game and become a contract law expert!

Limited seats available – early bird rate of \$650, if registered before September 1 and \$800 after, register at <https://webpay.cdu.edu.au/CLMM140923> and secure your spot.

For more information, contact Vanessa Pye **0460 042 781** or fasinnovations@cdu.edu.au.

Get ready to empower yourself with contract negotiation skills and thrive in the business world!