



# **Commercial Agreement Architecture and Clause Review Course**

5 – 9 September 2027  
Zanzibar

## Commercial Agreement Architecture and Clause Review Course

**Ref:** 585\_145028 **Date:** 5 – 9 September 2027 **Location:** Zanzibar **Fees:** 5500 Euro

### Overview

Commercial Agreement Architecture and Clause Review Course is a five-day intermediate course for commercial, sales, procurement, project, business, and legal-support teams who leave with a Commercial Agreement Review Map. Participants connect transaction purpose, party authority, document hierarchy, definitions, performance terms, pricing, warranties, service levels, liability, change, force majeure, termination, and dispute clauses through a business review method. Agile Leaders Training Center presents commercial agreement architecture through structured clause interaction analysis.

### Who Should Attend

- Teams reviewing business agreements before approval or signature
- Functions defining scope, service, pricing, and payment positions
- Groups evaluating liability, warranty, change, and termination terms
- Personnel coordinating sales, procurement, project, and legal input
- Leaders recording negotiation positions and approval decisions

The course assumes participants already handle business agreements or commercial decisions and leaves out legal advice, jurisdiction-specific opinions, certification, and standalone drafting instruction.

### Departments and Industries

The course supports departments and industries that review commercial agreements across business functions.

- Sales, procurement, commercial, and legal-support functions
- Technology, professional services, and outsourced operations
- Manufacturing, logistics, transport, and distribution
- Construction, engineering, facilities, and capital projects
- Energy, utilities, hospitality, and business services

### Learning Objectives

By the end of this course, participants will be able to:



- Build a transaction architecture and document hierarchy map
- Analyze authority, definitions, and clause dependencies
- Evaluate scope, service, pricing, warranty, and payment terms
- Compare liability, force majeure, change, and assignment positions
- Prioritize termination, dispute, and negotiation decisions
- Build a Commercial Agreement Review Map

## **Course Agenda**

### **Day 1: Transaction and Document Architecture**

- Transaction Purpose and Value Exchange Canvas
- Party Capacity and Authority Checklist
- Agreement Document Hierarchy Map
- Definition and Cross-Reference Dependency Index
- Business Assumption and Exception Register

### **Day 2: Performance and Commercial Exchange**

- Scope and Deliverable Boundary Matrix
- Service-Level and Acceptance Criteria Grid
- Pricing Structure and Payment Trigger Flow
- Representation and Warranty Review Table
- Performance Dependency and Remedy Map

### **Day 3: Risk Allocation and Change**

- Liability Allocation Review Matrix
- Indemnity Trigger and Responsibility Map
- Force Majeure and Hardship Response Tree
- Change Authority and Amendment Route
- Assignment and Transfer Approval Checklist

### **Day 4: Exit, Disputes, and Negotiation**

- Termination Trigger and Notice Matrix
- Exit Consequence Review Checklist
- Dispute Escalation Clause Ladder
- Negotiation Position and Trade-Off Sheet
- Waiver, Amendment, and Decision Record



## **Day 5: Commercial Agreement Review Practice**

- Exercise: Map a Transaction and Document Set
- Exercise: Test Performance and Payment Interactions
- Exercise: Compare Liability and Resilience Positions
- Exercise: Resolve an Exit and Dispute Clause Conflict
- Capstone Exercise: Commercial Agreement Review Map

## **Practical Exercises**

The course uses suggested activities to connect business objectives with clause interactions and approval decisions.

- Suggested activity: map the document hierarchy, authority, definitions, and assumptions for a technology-services transaction.
- Suggested activity: test service levels, acceptance, pricing, and warranty interactions in a logistics agreement.
- Suggested activity: compare liability, force majeure, change, and assignment positions for an engineering service.
- Suggested activity: record termination, dispute, and negotiation decisions for a distribution agreement.

## **FAQs**

### **Who suits commercial agreement architecture and clause review and what does it assume?**

Commercial agreement architecture and clause review suits professionals who already contribute to business agreements and need a method for connecting transaction objectives, clause positions, and approval decisions.

### **How does commercial agreement architecture differ from contract drafting training?**

Commercial agreement architecture focuses on how terms interact with business objectives and decisions, while contract drafting training focuses on producing legal wording and document language.

### **Why should commercial clauses be reviewed as an interacting system?**

Commercial clauses should be reviewed together because scope, acceptance, pricing, warranty, liability, change, termination, and dispute provisions can alter the meaning, risk, or operation of one another.



## **What should a commercial agreement review map contain?**

A commercial agreement review map should contain transaction objectives, party authority, document order, key definitions, clause dependencies, business positions, exceptions, owners, approvals, negotiation decisions, and unresolved questions.

## **How should force majeure and hardship clauses be reviewed?**

Force majeure and hardship clauses should be reviewed for defined events, affected duties, notice steps, mitigation expectations, relief, renegotiation routes, duration, consequences, termination rights, and interaction with other performance terms.

## **Conclusion**

Participants take back a Commercial Agreement Review Map connecting transaction purpose, document structure, business terms, risk positions, exit routes, and approval decisions. The map gives cross-functional teams one view of clause interactions before signature. It supports disciplined commercial review while reserving legal interpretation and drafting for qualified advisers.