



English Contract Negotiation Language Skills Course

8 – 12 November 2026
Johannesburg

English Contract Negotiation Language Skills Course

Ref: 596_145845 **Date:** 8 – 12 November 2026 **Location:** Johannesburg **Fees:** 4500 Euro

Overview

English Contract Negotiation Language Skills Course is a five-day course for international professionals who negotiate in English and leave with an English Contract Negotiation Language Playbook. Participants practice clause discussion, clarification, proposals, counterproposals, conditional concessions, authority statements, meeting control, agreement summaries, and follow-through in multicultural settings. The course addresses ambiguity and unintended tone without becoming general language or legal drafting training. Agile Leaders Training Center presents English contract negotiation as a communication discipline.

Who Should Attend

- Teams discussing commercial contract terms with international suppliers or clients
- Functions preparing proposals, counterproposals, and conditional concessions in English
- Groups clarifying clauses, authority, risk, and negotiated changes
- Personnel chairing or recording contract negotiation meetings
- Managers confirming agreed positions and follow-through across cultures

The course assumes participants can work in professional English and leaves out general grammar instruction, language examinations, legal advice, and contract drafting.

Departments and Industries

The course supports departments and industries that conduct contract negotiations in English across organizational boundaries.

- Contracts, procurement, commercial, sales, projects, and legal support
- Construction, engineering, infrastructure, and facilities services
- Technology, telecommunications, and outsourced services
- Energy, manufacturing, transport, and logistics
- Healthcare, hospitality, education, and professional services

Learning Objectives

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



- Apply precise English patterns to discuss contract clauses
- Use clarification and confirmation questions to reduce ambiguity
- Build proposals, counterproposals, and conditional concessions
- Analyze tone and meaning across multicultural settings
- Prioritize authority limits and unresolved points
- Evaluate agreement summaries and follow-through records

Course Agenda

Day 1: Clause Discussion Language

- Contract Clause Discussion Phrase Map
- Defined-Term Clarification Question Set
- Obligation and Condition Language Table
- Ambiguity Detection and Restatement Method
- Clause Position Summary Template

Day 2: Proposals and Counterproposals

- Proposal Framing Sentence Patterns
- Counterproposal Response Structure
- Reason and Evidence Linking Language
- Acceptance, Rejection, and Deferral Phrase Bank
- Negotiable and Fixed Point Register

Day 3: Concessions and Authority

- Conditional Concession Language Formula
- Trade-Off Exchange Record
- Authority Limit Statement Guide
- Fallback Position Communication Ladder
- Approval-Dependent Response Template

Day 4: Meeting Control and Agreement Records

- Negotiation Agenda Control Script
- Question, Listening, and Summarizing Sequence
- Cross-Cultural Tone Check Method
- Agreed and Unresolved Point Log
- Written Agreement Summary Template



Day 5: English Contract Negotiation Practice

- Exercise: Clarify an Ambiguous Contract Clause
- Exercise: Exchange Proposals and Counterproposals
- Exercise: Trade Conditional Concessions within Authority
- Exercise: Chair and Summarize a Multicultural Meeting
- Capstone Exercise: English Contract Negotiation Language Playbook

Practical Exercises

The course uses suggested activities to practice contract negotiation language in business settings.

- Suggested activity: clarify a technical-service clause without changing its meaning.
- Suggested activity: exchange a proposal and counterproposal for an engineering supplier.
- Suggested activity: state authority limits during a facilities contract discussion.
- Suggested activity: summarize agreed and unresolved points in a logistics negotiation.

FAQs

Who suits English contract negotiation language skills and what do they assume?

English contract negotiation language skills suit professionals who already work in English and need more precise language for clauses, proposals, concessions, meetings, and agreement records.

How do English contract negotiation skills differ from general business English?

English contract negotiation skills focus on clause meaning, proposal exchanges, concessions, authority, and agreement confirmation, while general business English covers wider workplace communication and language development.

How can English contract negotiation questions reduce ambiguity?

English contract negotiation questions reduce ambiguity by identifying the term, scope, condition, exception, evidence, timing, responsibility, or approval that needs clarification and then confirming the response in neutral words.

How should conditional concessions be expressed in English contract negotiation?

Conditional concessions should link what one party may offer to a specific reciprocal action, preserve authority limits, avoid premature agreement, and record the complete exchange for confirmation.



What belongs in an English contract negotiation summary?

An English contract negotiation summary should separate agreed points, proposed wording, unresolved items, authority decisions, owners, required approvals, evidence, next actions, and the language each party has confirmed.

Conclusion

Participants take back an English Contract Negotiation Language Playbook containing clause prompts, clarification patterns, proposal structures, concession language, meeting phrases, and summary templates. The playbook gives teams a shared communication reference. It improves precision, tone control, agreement confirmation, and follow-through when contracts are negotiated in English.