



Cross-Border Commercial Contract Drafting and Negotiation Course

11 – 15 January 2027
Vienna

Cross-Border Commercial Contract Drafting and Negotiation Course

Ref: 622_147747 **Date:** 11 – 15 January 2027 **Location:** Vienna **Fees:** 5700 Euro

Overview

Cross-Border Commercial Contract Drafting and Negotiation Course is a five-day professional course for legal, commercial, procurement, and project functions who leave with a Cross-Border Contract Drafting and Negotiation File. Participants apply international commercial contract planning, contract architecture, governing law analysis, contract risk allocation, commercial clause drafting, contract redlining, and negotiation issue management. The course resolves unclear positions through structured drafts, approvals, and handover controls. Agile Leaders Training Center presents cross-border contract drafting as a documented commercial process.

Who Should Attend

- Commercial contract functions responsible for drafting, review, negotiation, and handover
- Legal support functions responsible for clause analysis and risk advice
- Procurement functions responsible for supplier agreements and negotiated protections
- Business development functions responsible for customer terms and commercial positions
- Project commercial functions responsible for obligations, changes, payments, and claims prevention
- Approval functions responsible for delegated authority and contract governance

The course assumes participants can read commercial agreements and prepare contract comments, and it leaves out jurisdiction-specific legal advice, litigation training, and certification preparation.

Departments and Industries

The course supports departments and industries that form and manage commercial agreements across borders.

- Legal, contracts, procurement, and commercial management
- Business development, sales operations, finance, and project controls
- Construction, engineering, energy, and manufacturing
- Technology, telecommunications, logistics, and professional services
- Banking, healthcare, hospitality, and retail

Learning Objectives

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



- Apply a pre-contract planning and approval process
- Build a coherent contract structure and interpretation framework
- Analyze obligations, warranties, payment, and security provisions
- Evaluate indemnities, liability limits, force majeure, and hardship
- Use redlines, issue lists, and negotiation plans to control decisions
- Build dispute, termination, change, and handover clauses

Course Agenda

Day 1: Contract Planning and Architecture

- Pre-Contract Planning Checklist
- Cross-Border Contract Context Map
- Contract Architecture and Document Hierarchy
- Definitions and Interpretation Drafting Guide
- Governing Law and Jurisdiction Decision Matrix

Day 2: Commercial Obligations and Payment

- Scope and Deliverables Drafting Schedule
- Representations and Warranties Clause Map
- Payment Milestone and Acceptance Matrix
- Security Mechanism Selection Sheet
- Performance Obligation Responsibility Chart

Day 3: Risk Allocation and Change

- Contract Risk Allocation Matrix
- Indemnity Drafting Decision Tree
- Limitation of Liability Clause Worksheet
- Force Majeure and Hardship Clause Analysis
- Change Control and Variation Procedure

Day 4: Negotiation and Contract Resolution

- Contract Negotiation Planning Canvas
- Redline and Version Control Protocol
- Negotiation Issue List and Position Log
- Termination and Exit Clause Framework
- Dispute Resolution Clause Options Matrix



Day 5: Drafting and Negotiation Practice

- Exercise: Structure a Cross-Border Agreement
- Exercise: Draft Commercial and Payment Clauses
- Exercise: Allocate Risk and Revise Liability Clauses
- Exercise: Negotiate Redlines and Record Approvals
- Capstone Exercise: Cross-Border Contract Drafting and Negotiation File

Practical Exercises

The course uses suggested activities to apply drafting and negotiation methods across business settings.

- Suggested activity: structure a technology services agreement and map its governing documents.
- Suggested activity: draft payment, acceptance, warranty, and security provisions for an engineering supply contract.
- Suggested activity: compare indemnity, liability, force majeure, and hardship positions in a logistics agreement.
- Suggested activity: negotiate redlines, record approvals, and prepare handover controls for a customer contract.

FAQs

Who suits cross-border commercial contract drafting training, and what does it assume?

It suits legal, commercial, procurement, business development, project, and approval functions and assumes participants can read commercial agreements and prepare contract comments.

How does cross-border contract drafting differ from contract management training?

Cross-border contract drafting focuses on forming clauses, allocating risk, and negotiating positions before signature, while contract management training focuses mainly on administering obligations, changes, performance, and records after award.

What should a cross-border contract negotiation plan contain?

A cross-border contract negotiation plan should identify objectives, priorities, authority limits, fallback positions, evidence, dependencies, issue owners, approval routes, and the method for recording agreed language.

How does contract risk allocation shape commercial clauses?

Contract risk allocation assigns responsibility for specified events and consequences through obligations, warranties, indemnities, liability limits, insurance, security, change, force majeure, hardship, and termination provisions.



Why are redlines and issue lists used in contract negotiation?

Redlines show proposed wording changes, while issue lists record the commercial reason, owner, position, authority, dependency, and status of each negotiated point.

Conclusion

Participants leave with a Cross-Border Contract Drafting and Negotiation File containing a contract structure, clause drafts, a risk matrix, redlines, an issue list, approvals, and handover controls. The file creates a traceable basis for drafting and negotiation decisions. It also connects agreed commercial positions to contract governance and operational handover.