



Foundation Business Contract Review and Essentials Course

9 – 13 November 2026
Addis Ababa

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Ref: 583_223801 **Date:** 9 – 13 November 2026 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Foundation Business Contract Review and Essentials Course is a one-week foundation course for contract support, procurement, sales, project, operations, and small-business personnel who leave with a Business Contract Review Starter File. Participants examine formation, authority, scope, deliverables, price, payment, responsibilities, change, records, performance, termination, and escalation using practical review tools. Agile Leaders Training Center presents business contract review and essentials through structured questions and records.

Who Should Attend

- Teams supporting the preparation and administration of business agreements
- Functions coordinating procurement, sales, and supplier documentation
- Groups tracking project deliverables, changes, and commercial records
- Personnel reviewing responsibilities, payments, and performance evidence
- Small-business teams managing agreements without a legal role

The course assumes participants encounter business agreements at work and leaves out legal advice, professional certification, and jurisdiction-specific legal opinions.

Departments and Industries

The course supports departments and industries that create, review, or administer business agreements.

- Procurement, sales support, and contract administration
- Projects, construction, engineering, and infrastructure
- Manufacturing, logistics, retail, and supply chains
- Technology, professional services, and outsourced operations
- Facilities, hospitality, healthcare, and small businesses

Learning Objectives

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

- Analyze basic contract formation, authority, and enforceability questions
- Use a clause map to locate rights and responsibilities
- Compare scope, deliverable, price, and payment provisions
- Diagnose basic performance, change, record, and risk gaps
- Apply termination and escalation review questions



- Build a Business Contract Review Starter File

Course Agenda

Day 1: Contract Formation and Structure

- Business Agreement Lifecycle Map
- Offer and Acceptance Review Questions
- Authority and Capacity Check
- Contract Document Hierarchy Map
- Business Contract Clause Locator

Day 2: Scope, Deliverables, and Responsibilities

- Scope Boundary Review Checklist
- Deliverable and Acceptance Matrix
- Party Responsibility Assignment Table
- Assumption and Dependency Register
- Contract Ambiguity Question Log

Day 3: Price, Payment, and Risk Terms

- Price and Payment Term Review Sheet
- Invoice and Approval Workflow Map
- Warranty and Remedy Comparison Grid
- Liability and Insurance Question List
- Commercial Risk Screening Matrix

Day 4: Performance, Change, and Exit

- Performance Evidence and Record Index
- Contract Change Request Workflow
- Notice and Communication Register
- Termination Trigger Review Checklist
- Issue Escalation Decision Path

Day 5: Business Contract Review Practice

- Exercise: Trace Formation and Contract Documents
- Exercise: Review Scope and Responsibility Gaps
- Exercise: Compare Payment and Risk Positions
- Exercise: Test Change, Records, and Exit Controls
- Capstone Exercise: Business Contract Review Starter File

Practical Exercises

The course uses suggested activities to turn contract sections into practical review questions and records.

- Suggested activity: map formation, authority, documents, and responsibilities in a professional-services agreement.
- Suggested activity: compare scope, acceptance, payment, warranty, and risk terms in a supply contract.
- Suggested activity: trace a construction change through approval, notice, records, performance, and escalation.
- Suggested activity: assemble a starter file with clause locations, questions, risks, owners, and follow-up actions.

FAQs

Who suits foundation business contract review and what does it assume?

Foundation business contract review suits non-legal professionals who encounter agreements in procurement, sales, projects, operations, or small businesses and need a structured starting point for reading and raising questions.

How does foundation business contract review differ from advanced contract law training?

Foundation business contract review concentrates on locating terms, asking practical questions, recording risks, and escalating issues, while advanced contract law training may require deeper legal analysis and jurisdiction-specific interpretation.

What should a basic business contract review check first?

A basic business contract review should first check the parties, authority, offer and acceptance, document hierarchy, scope, deliverables, responsibilities, price, payment, and the records needed to support performance.

How can non-legal staff identify commercial contract risks?

Non-legal staff can identify commercial contract risks by comparing unclear wording, missing owners, unmatched dependencies, uncertain acceptance, payment conditions, unmanaged changes, weak evidence, and unclear termination or escalation paths.

What belongs in a business contract review starter file?

A business contract review starter file includes a clause map, review questions, responsibility and deliverable records, payment checks, risk observations, change and notice controls, issue owners, and escalation points.



Conclusion

Participants take back a Business Contract Review Starter File that connects contract sections, review questions, commercial observations, owners, and follow-up actions. The file makes initial contract review more consistent across business teams. It helps participants recognize when an issue needs commercial clarification or qualified legal advice.