Commercial Agreement Architecture and Clause Review Course

21 – 25 December 2026
Addis Ababa

AGILE LEADERS
Training Center

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Ref: 585_223803 **Date:** 21 – 25 December 2026 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Commercial Agreement Architecture and Clause Review Course is a one-week 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.