



Applied Contract Law Issue Analysis Specialist Course

11 – 15 October 2027
Addis Ababa

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Ref: 590_223808 **Date:** 11 – 15 October 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Applied Contract Law Issue Analysis Specialist Course is a one-week course for contract, procurement, commercial, project, operations, and legal-support professionals who leave with a Contract Law Issue Analysis File. Participants examine formation, authority, interpretation, duties, risk allocation, performance, breach, remedies, termination, and dispute clauses through structured fact and clause analysis. The course turns legal concepts into traceable commercial decisions while keeping the boundary between operational analysis and legal advice clear. Agile Leaders Training Center presents applied contract law as a disciplined decision-support practice.

Who Should Attend

- Teams responsible for reviewing contract formation facts and signatory authority
- Functions interpreting clauses and allocating contractual duties and risks
- Groups monitoring performance, change, notice, and record requirements
- Personnel assessing breach scenarios and available contractual responses
- Managers preparing termination or dispute-route decisions for legal review

The course assumes participants work with commercial contracts and leaves out jurisdiction-specific legal advice, courtroom advocacy, and claims valuation.

Departments and Industries

The course supports departments and industries that must convert contract-law issues into controlled commercial decisions.

- Contracts, procurement, commercial, projects, and operations functions
- Construction, engineering, infrastructure, and facilities services
- Technology, telecommunications, and outsourced business services
- Energy, utilities, manufacturing, and industrial operations
- Transport, logistics, healthcare, and hospitality services

Learning Objectives

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



- Apply a formation and authority validation method
- Analyze clauses using an interpretation and context matrix
- Build a duties and risk allocation map
- Diagnose performance, change, and breach issues
- Compare remedies, termination rights, and dispute routes
- Evaluate facts and clauses in a contract-law decision file

Course Agenda

Day 1: Formation and Authority Analysis

- Offer, Acceptance, and Consideration Analysis Grid
- Contract Formation Fact Pattern Method
- Signatory Authority Verification Checklist
- Capacity, Consent, and Enforceability Question Set
- Formation Issue and Evidence Register

Day 2: Interpretation, Duties, and Risk

- Clause Meaning and Context Analysis Matrix
- Express and Implied Duties Mapping Method
- Contract Document Priority Review Table
- Risk Allocation and Responsibility Map
- Ambiguity and Interpretation Decision Record

Day 3: Performance, Change, and Excuse

- Performance Requirement Traceability Sheet
- Contract Change Authority and Process Map
- Notice Condition and Timing Checklist
- Force Majeure and Excuse Analysis Framework
- Performance Deviation Evidence Log

Day 4: Breach, Remedies, and Exit Routes

- Material Breach Issue Classification Matrix
- Loss, Causation, and Remedy Comparison Table
- Damages and Specific Performance Decision Questions
- Termination Right and Consequence Map
- Dispute Clause and Escalation Route Review



Day 5: Applied Contract Law Practice

- Exercise: Validate Formation and Authority Facts
- Exercise: Interpret Clauses and Map Contractual Risk
- Exercise: Diagnose Performance and Breach Issues
- Exercise: Compare Remedies, Termination, and Dispute Routes
- Capstone Exercise: Contract Law Issue Analysis File

Practical Exercises

The course uses suggested activities to test applied contract law decisions in operating contexts.

- Suggested activity: assess formation facts and delegated authority in a technology-services agreement.
- Suggested activity: map duties, risk allocation, and change controls in an engineering contract.
- Suggested activity: classify a supplier-performance failure and compare available remedies.
- Suggested activity: prepare a termination and dispute-route decision record for a facilities contract.

FAQs

Who suits applied contract law issue analysis and what does it assume?

Applied contract law issue analysis suits professionals who examine active commercial contracts and already handle clauses, records, performance information, or escalation decisions without acting as legal counsel.

How does applied contract law differ from introductory contract management?

Applied contract law concentrates on legal issue spotting, formation, interpretation, breach, remedies, and termination, while introductory contract management focuses more broadly on administration, deliverables, communications, and routine performance control.

How should a contract-law issue be structured for review?

A contract-law issue should be structured around the relevant facts, authority, clause wording, document hierarchy, duties, evidence, possible breach, available responses, decision owner, and questions requiring legal advice.

What factors shape a contract remedy decision?

A contract remedy decision compares the nature of the breach, causation, available evidence, contractual limits, loss, performance feasibility, relationship effects, termination consequences, dispute provisions, and applicable law.



When should contract termination be evaluated?

Contract termination should be evaluated only after checking the termination ground, notice conditions, cure rights, authority, evidence, continuing duties, operational consequences, dispute pathway, and need for legal review.

Conclusion

Participants take back a Contract Law Issue Analysis File connecting formation, authority, clause meaning, duties, risk, performance, breach, remedies, termination, and dispute routes. The file gives cross-functional teams a consistent basis for recording facts and comparing responses. It improves decision traceability and identifies questions that require qualified legal advice.