

Subject : Supply Management

International Law & Contract Management

Program overview

- 1 hours e-learning
- 1 day classroom

It is a common experience of buyers and others involved in business to be faced with a conflict between legal theory and commercial reality. To appreciate the size of the risk being taken, the buyer must have knowledge of contract law and an overview of the different and most commonly used systems of contract law.

Participants who follow this course will get a thorough understanding of the basics of different law systems and the principles of contract management. After the course, participants will be able to integrate and apply the various elements in the contract management process.

Target Audience

This program is intended for employees:

- with a bachelor or master degree (or on equivalent level via work experience) and with at least 3 years of purchasing experience;
- who are involved in contract negotiations and managing contracts after implementation.

Objectives

Through this program participants will be able to:

- understand when a quotation is 'without obligation', 'binding', 'irrevocable' and the like;
- understand the implications of the different types of contracts;
- choose the right contract type in relation to the sourcing process;
- understand the content of General Terms and Conditions of Purchase;
- use the articles of a contract effectively;
- deal with the Battle of Forms adequately;
- understand relation between legal related and business related matters in a contract;
- deal adequately with letters of intent;
- know when to involve the legal department;
- understand, integrate and apply the various elements in the contract management process;
- focus on process (customer, suppliers, finance and legal).

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Content: E-learning, 1 hours

1. Supplier Selection & Contracting

Content: Classroom, 1 day

- Introduction to purchasing law
 - ◊ International Law & Contracts (see figure)
 - ◊ Differences between main legal systems
 - ◊ Law and procurement process

- Contracting
 - ◊ Pre-contractual phase
 - ◊ General terms and conditions
 - ◊ Battle of the forms (general T's & C's: purchasing versus sales)
 - ◊ Choosing the right contract

- Contract Management

International Law Framework

