

# Course : Master the legal aspects of purchasing contracts

*Practical course - 2d - 14h00 - Ref. ASJ*

*Price : 1360 € E.T.*

★★★★☆ 4,4 / 5

Securing supplier relationships requires vigilance on the part of the buyer when drafting and negotiating contracts. How can you anticipate the legal risks associated with purchasing contracts? This training course will help you understand the principles and best practices involved in drafting a purchasing contract.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✔ Understand the main principles of contracts as applied to purchasing
- ✔ Defining the various contractual obligations
- ✔ Include essential clauses, penalties and financial clauses in the contract
- ✔ Identify risks and pitfalls to avoid

## Intended audience

Buyers, general departments, anyone faced with legal issues relating to purchasing.

## Prerequisites

No special knowledge required.

## Practical details

### Hands-on work

Application through targeted exercises, participative exchanges and feedback.

## Course schedule

### PARTICIPANTS

Buyers, general departments, anyone faced with legal issues relating to purchasing.

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 The fundamentals of commercial law

- Basic legal concepts.
- The seller and the buyer.
- What are the obligations of both parties?

## 2 The purchase contract

- What is a purchase contract?
- Agreements and different types of contract.
- General Terms and Conditions of Sale and Purchase (CGV/CGA).
- Type of renewal (tacit, express, etc.).
- Risks that may arise.

### Exercise

Draw up a purchase contract and define the various contractual obligations.

## 3 Essential clauses

- The importance of the purpose of the contract.
- Don't forget prices, deadlines and duration.
- What to do in the event of a dispute
- Intellectual property.
- Confidentiality clauses.
- Transferability of the contract.
- Possible modifications.

### Exercise

Continue to draw up a purchase contract, including the essential clauses.

## 4 Penalties

- Penalty clauses.
- How do I suspend or terminate a contract?
- The advantages and disadvantages.
- Force majeure.
- Hidden defects.

## 5 Financial aspects

- The payment formula.
- Letter of intent.
- Prices and deposit.
- Price revisions.

### Exercise

Complete the drafting of a purchase contract, including penalties and financial aspects.

## 6 Competition law

- What is competition law?
- Legal and regulatory provisions.
- Transparent pricing and discounts
- Monopolies and dominant positions.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## 7 Risky contracts

- Types of contracts that may present more risk than others.
- On-site service providers and subcontractors.
- Health and safety rules.
- Specific features of international contracts.
- International trade terms (Incoterms).

## Dates and locations

### REMOTE CLASS

2026 : 15 June, 15 June, 17 Aug., 17 Aug., 19 Oct.,  
7 Dec., 7 Dec.

### PARIS LA DÉFENSE

2026 : 20 Apr., 15 June, 17 Aug., 19 Oct., 7 Dec.

### LILLE

2026 : 15 June, 7 Dec.