

# Course : Master the legal aspects of international contracts

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

*Price : 1360 € E.T.*

This course will give you an overview of the international business legal environment. You will learn about contractual rules and practices, and how to identify specific risks. Part of the course will be devoted to the impact of socio-cultural aspects in different regions of the world.

## Teaching objectives

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

- ✓ Know the main international conventions
- ✓ Differentiating between different types of international contracts
- ✓ Measuring the risks associated with international contracts
- ✓ Measuring the impact of socio-cultural aspects.

## Intended audience

Business managers. International buyers and sellers. SME managers. Import or export managers.

## Prerequisites

Understand the main principles of business law and international business practices.

## Practical details

### Group discussion

This training program is based on collective reflection, draws on participants' experiences, and is illustrated by case studies.

### Teaching methods

Knowledge transfer and updating, analysis of legal texts, feedback and case studies.

## Course schedule

### PARTICIPANTS

Business managers. International buyers and sellers. SME managers. Import or export managers.

### PREREQUISITES

Understand the main principles of business law and international business practices.

### 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 international legal environment

- The origin and sources of international law: the *lex mercatoria*.
- Legal philosophies around the world: Civil Law countries, Common Law countries, religious law, customary law.
- Conventional law. International uniform rules and customs.
- The main international conventions.
- The principles of international trade law and European contract law.
- Community law and the principles of free competition.
- The notion of international contract: which law? Which judge? Which language?

### Case study

Detailed analysis of the 1980 Vienna Convention on the International Sale of Goods.

## 2 Contractual elements

- International contracts.
- Sales, business and subcontracting contracts.
- General and special conditions.
- Standard clauses in international contracts.
- The usefulness of clauses and the risks to be avoided.
- Sales contract drafting methodology.
- International purchasing methodology.
- Joint ventures.

### Group discussion

Numerous case studies on different types of international contracts.

## 3 Risks associated with international contracts

- Sources of risk in international contracts.
- Geopolitical, economic, payment, non-quality and deadline risks...
- Country risk assessment.
- Choosing the right Incoterm.
- Choice of payment method.
- Dispute resolution.
- Amicable settlement, arbitration, ADR, choice of court.
- The principle of *exequatur*.

### Storyboarding workshops

Analysis of numerous documentary examples of the different types of international contracts.

## 4 Socio-cultural aspects of contractual relations

- Definition of socio-culture.
- Legal and cultural focus on different countries around the world.

### Exercise

Comparative analysis of the different areas studied and creation of best practice sheets.

### 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.

REMOTE CLASS  
2026 : 15 Oct.