Legal Dynamix™

CONTRACT LAW AND COMMERCIAL NEGOTIATION TRAINING FOR BUSINESS

Strengthening commercial confidence, reducing contractual risk, and supporting effective negotiations through expert training.

INTRODUCTION

Designed for businesses seeking to build practical commercial contracting capabilities across their teams, this interactive programme helps participants understand how commercial contracts work, identify key risks early, and engage more effectively in negotiations. By combining case studies, clause breakdowns, and practical scenarios, the training protects organisations from avoidable contractual disputes and financial loss while fostering stronger commercial discipline and negotiation confidence.

You can choose between two programme formats:

– **One-day programme.** Contractual Terms Understanding, focusing on core contract principles, clause interpretation, risk allocation, and practical everyday contracting pitfalls. OR
– **Two-day workshop.** Contractual Terms and Commercial Negotiation, combining comprehensive contractual terms understanding with extended negotiation strategy, contract mark-ups, deal dynamics, and interactive simulations.

WHO SHOULD ATTEND?

- Sales & Marketing
- Procurement
- Commercial Management
- Operations
- Finance
- Project Managers
- Executive Leadership
- Anyone who reviews, negotiates, approves, or manages commercial contracts on behalf of the organisation

COURSE OBJECTIVES

Once your team has completed the course, they will be able to:

– Understand the commercial and legal mechanics of key contract clauses and how risk is allocated between parties.
– Identify terms that create unacceptable exposure in light of the company's business model and risk tolerance.
– Recognise when informal correspondence, quotations, purchase orders, or conduct may inadvertently create binding commitments.
– Distinguish between non-negotiable legal protections, acceptable commercial trade-offs, and issues requiring formal escalation.
– Prepare for and lead customer or supplier negotiations with greater confidence and strategic clarity.
– Manage contractual performance and change processes proactively to avoid disputes during the deal lifecycle.

MAKE YOUR BOOKING

To schedule a no-obligation consultation to understand your business-context and tailor-make the training, email bobby@legaldynamix.co.za

MODULES

Legal Dynamix

01 Contract formation and authority

Explains how binding agreements are formed, who has legal authority to bind the company, and the risks associated with informal commitments, emails, purchase orders, letters of intent, and unsigned documents.

02 Core contract architecture and terms

Identifies the essential components of commercial agreements, distinguishing operational provisions from legal risk clauses, and demystifies standard boilerplate provisions.

03 Scope of work, deliverables and change control

Focuses on defining deliverables, milestones, specifications, and acceptance criteria, establishing robust change-control procedures to prevent scope creep.

04 Pricing, invoicing and payment terms

Examines payment structures, disputed invoices, interest on late payment, price adjustment mechanisms, set-off provisions, and credit-risk management.

05 Warranties, representations and indemnities

Clarifies the legal distinction between warranties and representations, and examines the real-world operational and financial implications of indemnities.

06 Limitation of liability and risk allocation

Covers liability caps, aggregate limits, exclusions of consequential loss, common carve-outs, and aligning contractual liability with transaction value.

07 Breach, termination and exit management

Outlines material breach triggers, cure periods, termination for convenience, insolvency events, post-termination survival obligations, and orderly dispute handover.

08 Battle of the forms and standard terms

Addresses what happens when customer and supplier terms conflict, providing strategies to ensure your organisation's standard terms prevail.

09 Regulatory and statutory considerations

Covers mandatory South African statutory requirements impacting commercial dealings, including relevant principles under the Consumer Protection Act and National Credit Act.

10 Negotiation strategy and contract mark-ups (extended workshop)

Guides participants through preparation, establishing walk-away positions, executing practical contract mark-ups, and managing live customer and supplier negotiation scenarios.