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CONTRACTS MANAGEMENT | CON-036

# Cross-Border Contracts: Governing Law and Jurisdiction


## Contact

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# Course content

## Why Attend

When parties from different countries contract with each other, questions arise that do not exist in domestic deals. Which country's law governs the contract? Where will disputes be heard? Will a judgment or award be enforceable where the other party's assets are? How do currency, tax, sanctions, import rules and cultural differences affect performance?

This Cross-Border Contracts training course explains the key legal and practical issues in international commercial contracts. Participants learn how to choose governing law, compare litigation and arbitration, draft dispute resolution and jurisdiction clauses, consider enforcement, use international conventions and trade terms, and manage currency, tax, regulatory and cultural risks.

## Course Methodology

• The course uses international contract scenarios, sample clauses and case studies of cross-border disputes. Participants choose governing law and forums for different deals, draft dispute resolution clauses, assess enforcement risks and negotiate key terms with a foreign counterparty in a simulated exercise.

## Course Objectives

• Identify the distinctive risks of cross-border contracts

• Explain how governing law is chosen and why it matters

• Compare litigation and international arbitration for dispute resolution

• Draft effective governing law and dispute resolution clauses

• Understand enforcement of judgments and arbitral awards

• Apply international conventions and trade terms appropriately

## Target Audience

• Contract and commercial managers in international business

• Export and import managers

• Procurement professionals sourcing internationally

# Course content

- In-house legal advisers

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# Course outline

## Detailed course outline

Day-by-day outline for Cross-Border Contracts: Governing Law and Jurisdiction.

### Day 1 - International Contracting Landscape

- 09:00-09:34 | Distinctive features of cross-border contracts
- 09:34-10:08 | Common law and civil law systems compared
- 10:08-10:42 | Mandatory local laws and public policy limits
- 10:42-11:00 | Choosing a contract structure for international deals
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Choosing a contract structure for international deals (continued)
- 11:46-12:20 | Lessons from international contract disputes
- 12:20-12:53 | When to involve specialist legal advisers
- 12:53-14:00 | Exercise: identifying risks in an international deal

### Day 2 - Governing Law

- 09:00-09:34 | Why the choice of governing law matters
- 09:34-10:08 | Freedom of choice and its limits
- 10:08-10:42 | What happens when no law is chosen
- 10:42-11:00 | Neutral law choices and their advantages
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Neutral law choices and their advantages (continued)
- 11:46-12:20 | International sale of goods conventions in overview
- 12:20-12:53 | Drafting governing law clauses
- 12:53-14:00 | Workshop: selecting governing law for sample deals

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### Day 3 - Jurisdiction and Dispute Resolution

- 09:00-09:34 | Litigation in national courts compared with arbitration
- 09:34-10:08 | Exclusive and non-exclusive jurisdiction clauses
- 10:08-10:42 | International arbitration institutions and rules
- 10:42-11:00 | Seat of arbitration, language and number of arbitrators
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Seat of arbitration, language and number of arbitrators (continued)
- 11:46-12:20 | Multi-tier clauses with negotiation and mediation
- 12:20-12:53 | Drafting effective dispute resolution clauses
- 12:53-14:00 | Exercise: drafting a dispute resolution clause

### Day 4 - Enforcement and Practical Risks

- 09:00-09:34 | Enforcing foreign judgments and arbitral awards
- 09:34-10:08 | International conventions on enforcement of awards
- 10:08-10:42 | Assessing counterparty assets and enforceability
- 10:42-11:00 | Currency risk and payment security
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Currency risk and payment security (continued)
- 11:46-12:20 | Tax, customs and regulatory considerations
- 12:20-12:53 | Sanctions and export controls in international contracts
- 12:53-14:00 | Case study: enforcing an award against a foreign party

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Day-by-day outline for Cross-Border Contracts: Governing Law and Jurisdiction.

### Day 5 - Trade Terms, Culture and Negotiation

- 09:00-09:30 | Using international trade terms in contracts
- 09:30-10:00 | Language of the contract and translations
- 10:00-10:30 | Cultural differences in contracting and negotiation
- 10:30-11:00 | Building trust with foreign counterparties
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Building trust with foreign counterparties (continued)
- 12:00-12:30 | Managing international contracts after signature
- 12:30-13:30 | Simulation: negotiating with a foreign counterparty
- 13:30-14:00 | Personal action plan for cross-border contracts

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# Seminar dates

## Available seminar dates

Live dates and pricing for Cross-Border Contracts: Governing Law and Jurisdiction generated from the course details page.

| Date | Location | Format | Fee |
|---|---|---|---|
| 7 - 11 December 2026 | London | Classroom | **€2,915** |
| 14 - 18 December 2026 | Barcelona | Classroom | **€2,275** |
| 21 - 25 December 2026 | Frankfurt | Classroom | **€2,175** |
| 25 - 29 January 2027 | London | Classroom | **€2,915** |
| 4 - 8 January 2027 | Barcelona | Classroom | **€2,275** |
| 11 - 15 January 2027 | Frankfurt | Classroom | **€2,175** |
| 18 - 22 January 2027 | Paris | Classroom | **€2,810** |
| 1 - 5 February 2027 | London | Classroom | **€2,915** |
| 8 - 12 February 2027 | Barcelona | Classroom | **€2,275** |
| 15 - 19 February 2027 | Frankfurt | Classroom | **€2,175** |

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# Seminar dates

## Available seminar dates

Live dates and pricing for Cross-Border Contracts: Governing Law and Jurisdiction generated from the course details page.

| Date | Location | Format | Fee |
|---|---|---|---|
| 22 - 26 February 2027 | Rome | Classroom | **€2,830** |
| 8 - 12 March 2027 | London | Classroom | **€2,915** |
| 15 - 19 March 2027 | Barcelona | Classroom | **€2,275** |
| 22 - 26 March 2027 | Frankfurt | Classroom | **€2,175** |
| 1 - 5 March 2027 | Vienna | Classroom | **€3,425** |
| 19 - 23 April 2027 | London | Classroom | **€2,915** |
| 26 - 30 April 2027 | Barcelona | Classroom | **€2,275** |
| 5 - 9 April 2027 | Frankfurt | Classroom | **€2,175** |
| 12 - 16 April 2027 | Amsterdam | Classroom | **€3,215** |
| 24 - 28 May 2027 | London | Classroom | **€2,915** |

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# Seminar dates

## Available seminar dates

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| Date | Location | Format | Fee |
|---|---|---|---|
| 3 - 7 May 2027 | Barcelona | Classroom | **€2,275** |
| 10 - 14 May 2027 | Frankfurt | Classroom | **€2,175** |
| 17 - 21 May 2027 | Cape Town | Classroom | **€1,825** |
| 7 - 11 June 2027 | London | Classroom | **€2,915** |
| 14 - 18 June 2027 | Barcelona | Classroom | **€2,275** |
| 21 - 25 June 2027 | Frankfurt | Classroom | **€2,175** |
| 12 - 16 July 2027 | London | Classroom | **€2,915** |
| 19 - 23 July 2027 | Barcelona | Classroom | **€2,275** |
| 26 - 30 July 2027 | Frankfurt | Classroom | **€2,175** |
| 5 - 9 July 2027 | Geneva | Classroom | **€3,315** |

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# Seminar dates

## Available seminar dates

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| Date | Location | Format | Fee |
|---|---|---|---|
| 16 - 20 August 2027 | London | Classroom | **€2,915** |
| 23 - 27 August 2027 | Barcelona | Classroom | **€2,275** |
| 2 - 6 August 2027 | Frankfurt | Classroom | **€2,175** |
| 9 - 13 August 2027 | Istanbul | Classroom | **€2,825** |
| 6 - 10 September 2027 | London | Classroom | **€2,915** |
| 13 - 17 September 2027 | Barcelona | Classroom | **€2,275** |
| 20 - 24 September 2027 | Frankfurt | Classroom | **€2,175** |
| 4 - 8 October 2027 | London | Classroom | **€2,915** |
| 11 - 15 October 2027 | Barcelona | Classroom | **€2,275** |
| 18 - 22 October 2027 | Frankfurt | Classroom | **€2,175** |

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# Seminar dates

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| Date | Location | Format | Fee |
|---|---|---|---|
| 25 - 29 October 2027 | Madrid | Classroom | **€3,400** |
| 8 - 12 November 2027 | London | Classroom | **€2,915** |
| 15 - 19 November 2027 | Barcelona | Classroom | **€2,275** |
| 22 - 26 November 2027 | Frankfurt | Classroom | **€2,175** |
| 1 - 5 November 2027 | Munich | Classroom | **€2,425** |
| 20 - 24 December 2027 | London | Classroom | **€2,915** |
| 27 - 31 December 2027 | Barcelona | Classroom | **€2,275** |
| 6 - 10 December 2027 | Frankfurt | Classroom | **€2,175** |
| 13 - 17 December 2027 | Paris | Classroom | **€2,810** |
| 7 - 11 December 2026 | Online / Live | Online / Live | **€1,625** |

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| Date | Location | Format | Fee |
|---|---|---|---|
| 14 - 18 December 2026 | Online / Live | Online / Live | **€1,625** |
| 21 - 25 December 2026 | Online / Live | Online / Live | **€1,625** |
| 25 - 29 January 2027 | Online / Live | Online / Live | **€1,625** |
| 4 - 8 January 2027 | Online / Live | Online / Live | **€1,625** |
| 11 - 15 January 2027 | Online / Live | Online / Live | **€1,625** |
| 18 - 22 January 2027 | Online / Live | Online / Live | **€1,625** |
| 1 - 5 February 2027 | Online / Live | Online / Live | **€1,625** |
| 8 - 12 February 2027 | Online / Live | Online / Live | **€1,625** |
| 15 - 19 February 2027 | Online / Live | Online / Live | **€1,625** |
| 22 - 26 February 2027 | Online / Live | Online / Live | **€1,625** |

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| Date | Location | Format | Fee |
|---|---|---|---|
| 8 - 12 March 2027 | Online / Live | Online / Live | **€1,625** |
| 15 - 19 March 2027 | Online / Live | Online / Live | **€1,625** |
| 22 - 26 March 2027 | Online / Live | Online / Live | **€1,625** |
| 1 - 5 March 2027 | Online / Live | Online / Live | **€1,625** |
| 19 - 23 April 2027 | Online / Live | Online / Live | **€1,625** |
| 26 - 30 April 2027 | Online / Live | Online / Live | **€1,625** |
| 5 - 9 April 2027 | Online / Live | Online / Live | **€1,625** |
| 12 - 16 April 2027 | Online / Live | Online / Live | **€1,625** |
| 24 - 28 May 2027 | Online / Live | Online / Live | **€1,625** |
| 3 - 7 May 2027 | Online / Live | Online / Live | **€1,625** |

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| Date | Location | Format | Fee |
|---|---|---|---|
| 10 - 14 May 2027 | Online / Live | Online / Live | **€1,625** |
| 17 - 21 May 2027 | Online / Live | Online / Live | **€1,625** |
| 7 - 11 June 2027 | Online / Live | Online / Live | **€1,625** |
| 14 - 18 June 2027 | Online / Live | Online / Live | **€1,625** |
| 21 - 25 June 2027 | Online / Live | Online / Live | **€1,625** |
| 12 - 16 July 2027 | Online / Live | Online / Live | **€1,625** |
| 19 - 23 July 2027 | Online / Live | Online / Live | **€1,625** |
| 26 - 30 July 2027 | Online / Live | Online / Live | **€1,625** |
| 5 - 9 July 2027 | Online / Live | Online / Live | **€1,625** |
| 16 - 20 August 2027 | Online / Live | Online / Live | **€1,625** |

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# Seminar dates

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| Date | Location | Format | Fee |
|---|---|---|---|
| 23 - 27 August 2027 | Online / Live | Online / Live | **€1,625** |
| 2 - 6 August 2027 | Online / Live | Online / Live | **€1,625** |
| 9 - 13 August 2027 | Online / Live | Online / Live | **€1,625** |
| 6 - 10 September 2027 | Online / Live | Online / Live | **€1,625** |
| 13 - 17 September 2027 | Online / Live | Online / Live | **€1,625** |
| 20 - 24 September 2027 | Online / Live | Online / Live | **€1,625** |
| 4 - 8 October 2027 | Online / Live | Online / Live | **€1,625** |
| 11 - 15 October 2027 | Online / Live | Online / Live | **€1,625** |
| 18 - 22 October 2027 | Online / Live | Online / Live | **€1,625** |
| 25 - 29 October 2027 | Online / Live | Online / Live | **€1,625** |

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| Date | Location | Format | Fee |
|---|---|---|---|
| 8 - 12 November 2027 | Online / Live | Online / Live | **€1,625** |
| 15 - 19 November 2027 | Online / Live | Online / Live | **€1,625** |
| 22 - 26 November 2027 | Online / Live | Online / Live | **€1,625** |
| 1 - 5 November 2027 | Online / Live | Online / Live | **€1,625** |
| 20 - 24 December 2027 | Online / Live | Online / Live | **€1,625** |
| 27 - 31 December 2027 | Online / Live | Online / Live | **€1,625** |
| 6 - 10 December 2027 | Online / Live | Online / Live | **€1,625** |
| 13 - 17 December 2027 | Online / Live | Online / Live | **€1,625** |