



CONTRACTS MANAGEMENT | CON-015

International Commercial Contracts and Trade Law

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Course content

Why Attend

International contracts involve different legal systems, currencies, trade rules and dispute forums. Understanding international commercial law helps organisations trade with confidence.

This Aractech course covers international sales contracts, the UN Convention on Contracts for the International Sale of Goods, Incoterms links, choice of law and forum, payment and security, agency and distribution agreements, sanctions and compliance, and dispute resolution. Participants review international contract clauses.

Course Methodology

- Legal framework presentations
- Clause reviews
- Case studies
- Group discussions
- Workshops

Course Objectives

- Understand international sales contract frameworks
- Apply CISG principles
- Choose governing law and dispute forums
- Structure payment and security
- Draft agency and distribution agreements
- Manage compliance and disputes

Target Audience

- Contract managers

Course content

- Export and sales managers
- Legal professionals
- Procurement professionals

Course outline

Detailed course outline

Day-by-day outline for International Commercial Contracts and Trade Law.

Day 1 - International Contracting

- 09:00-09:45 | Legal systems
- 09:45-10:30 | Contract formation
- 10:30-11:00 | Cultural factors
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Cultural factors (continued)
- 11:45-12:30 | Risk
- 12:30-14:00 | Exercise: Risk mapping

Day 2 - Sale of Goods

- 09:00-09:45 | CISG
- 09:45-10:30 | Obligations
- 10:30-11:00 | Remedies
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Remedies (continued)
- 11:45-12:30 | Incoterms links
- 12:30-14:00 | Workshop: Sales contract review

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Day 3 - Law, Forum and Payment

- 09:00-09:45 | Choice of law
- 09:45-10:30 | Jurisdiction and arbitration
- 10:30-11:00 | Payment methods
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Payment methods (continued)
- 11:45-12:30 | Securities
- 12:30-14:00 | Exercise: Clause drafting

Day 4 - Agency and Distribution

- 09:00-09:45 | Agency agreements
- 09:45-10:30 | Distribution agreements
- 10:30-11:00 | Competition law
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Competition law (continued)
- 11:45-12:30 | Termination
- 12:30-14:00 | Case study: Distribution dispute

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Day 5 - Compliance and Disputes

- 09:00-09:54 | Sanctions
- 09:54-10:48 | Anti-bribery
- 10:48-11:00 | Dispute resolution
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Dispute resolution (continued)
- 12:12-13:06 | Enforcement
- 13:06-14:00 | Capstone: International contract checklist

Seminar dates

Available seminar dates

Live dates and pricing for International Commercial Contracts and Trade Law generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	London	Classroom	€2,315
14 - 18 December 2026	Istanbul	Classroom	€1,978
18 - 22 January 2027	London	Classroom	€2,315
15 - 19 February 2027	Munich	Classroom	€3,225
15 - 19 March 2027	Kuala lumpur	Classroom	€1,925
19 - 23 April 2027	Munich	Classroom	€3,225
17 - 21 May 2027	Amsterdam	Classroom	€2,830
21 - 25 June 2027	London	Classroom	€2,315
19 - 23 July 2027	Istanbul	Classroom	€1,978
16 - 20 August 2027	London	Classroom	€2,315

Seminar dates

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20 - 24 September 2027	Munich	Classroom	€3,225
18 - 22 October 2027	Kuala lumpur	Classroom	€1,925
15 - 19 November 2027	Munich	Classroom	€3,225
20 - 24 December 2027	Amsterdam	Classroom	€2,830
9 - 13 November 2026	Online / Live	Online / Live	€1,815
14 - 18 December 2026	Online / Live	Online / Live	€1,815
18 - 22 January 2027	Online / Live	Online / Live	€1,815
15 - 19 February 2027	Online / Live	Online / Live	€1,815
15 - 19 March 2027	Online / Live	Online / Live	€1,815
19 - 23 April 2027	Online / Live	Online / Live	€1,815

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17 - 21 May 2027	Online / Live	Online / Live	€1,815
21 - 25 June 2027	Online / Live	Online / Live	€1,815
19 - 23 July 2027	Online / Live	Online / Live	€1,815
16 - 20 August 2027	Online / Live	Online / Live	€1,815
20 - 24 September 2027	Online / Live	Online / Live	€1,815
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