emg ASSOCIATES®

LONDON PROGRAMME:

CONTRACT NEGOTIATION IN ENGLISH FOR INTERNATIONAL PROFESSIONALS



PRESENTED BY:

ELAHE GHAZINOORI

LONDON PROGRAMME:

CONTRACT NEGOTIATION IN ENGLISH FOR INTERNATIONAL PROFESSIONALS

Presented by UK qualified lawyers

emg ASSOCIATES

Where Knowledge becomes Confidence

The Welbeck Hotel
57-59 Welbeck St
London W1G 9BL

MONDAY – FRIDAY

09:30AM TO 14:30PM

£4500

[00]

BROCHURE CODE EMG-SUM26H

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English is the primary language of international commerce, and contracts drafted in English govern transactions across jurisdictions and legal systems. However, successful contract negotiation in English requires more than language proficiency. It requires a clear understanding of contractual structure, commercial risk allocation, and the ability to communicate strategically and confidently.

This intensive five-day programme is designed for international professionals who negotiate contracts in English in cross-border and multicultural environments. The programme focuses on understanding key contractual provisions, identifying areas of risk, and applying structured negotiation strategies to achieve commercially balanced outcomes.

Participants will develop practical skills to interpret complex clauses, negotiate liability and financial terms, manage cultural differences, and align legal language with business objectives. Through clause analysis, guided discussions, and negotiation simulations, the programme strengthens both contractual insight and professional communication skills.

This programme is suitable for lawyers, in-house counsel, commercial managers, procurement professionals, and executives involved in international contract negotiations.



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Day 01

Understanding English-Language Contracts and Risk Allocation

Focus: Understanding how English language contracts allocate commercial risk.

- Structure and hierarchy of commercial contracts
- Recognising how contracts allocate risk
- Identifying key commercial clauses
- Interpreting limitation of liability provisions
- Understanding obligations, warranties, and indemnities
- Common misunderstandings in English-language contracts

Practical Work:

Practical clause interpretation exercises.

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Day 02

Negotiating Financial and Liability Terms

Focus: Negotiating financial and liability provisions confidently.

- Payment structures and financial protections
- Representations and warranties in negotiation
- Limitation of liability and financial caps
- Balancing risk and commercial objectives
- Indemnities and risk transfer mechanisms

Practical Work:

Practical negotiation exercise: liability clauses.

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Day 03

Negotiating Performance and Termination Provisions

Focus: Managing performance obligations and termination risk.

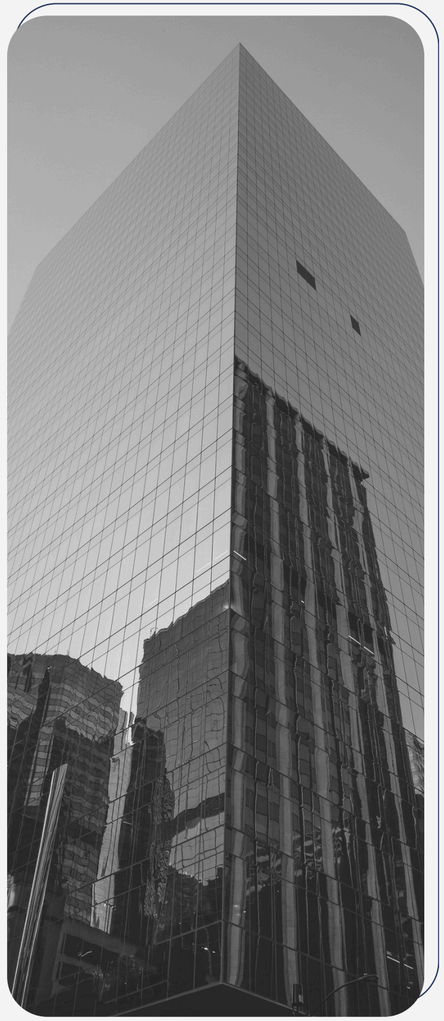
- Delivery and performance obligations
- Termination and suspension rights
- Conditions precedent and milestone clauses
- Managing exposure in performance disputes
- Force majeure and hardship provisions

Practical Work:

Case study: negotiating high-risk clauses.

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Day 04

Cross-Cultural and Cross-Border Negotiation

Focus: Navigating cross-cultural negotiations effectively in English.

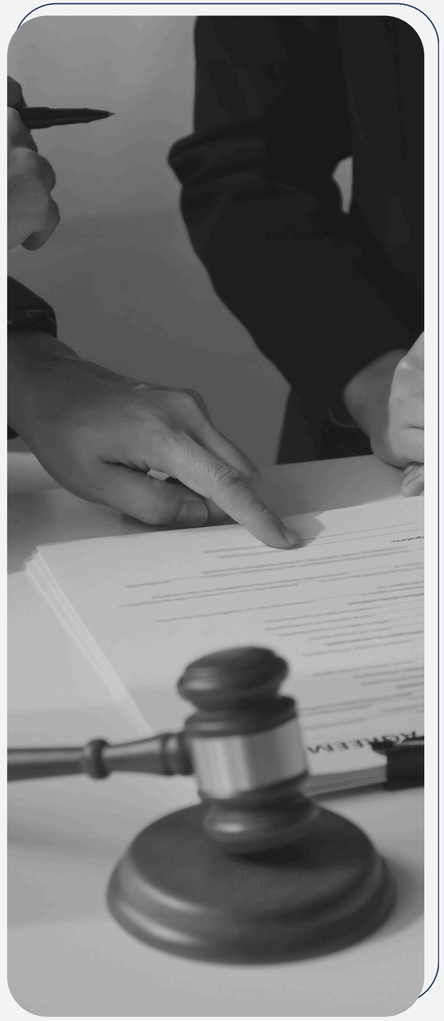
- Negotiation styles across different cultures
- Handling disagreement and pressure tactics
- Communicating clearly and professionally in English
- Managing power imbalance
- Clarifying ambiguity during negotiations

Practical Work:

Role-play: cross-border negotiation scenario.

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Day 05

Strategic Negotiation Workshop

Focus: Applying structured negotiation strategies in a full contract simulation.

- Preparing negotiation priorities and fallback positions
- Structuring persuasive arguments in English
- Identifying negotiable vs non-negotiable clauses
- Aligning legal risk with business strategy
- Responding to amendments and counter-proposals

Practical Work:

Final simulation: complete contract negotiation exercise.

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Learning Outcome

By the end of the course, participants will be able to:

- Understand the structure and commercial purpose of English-language contracts.
- Identify and assess key risk allocation provisions.
- Interpret and negotiate warranties, indemnities, and liability clauses effectively.
- Apply structured negotiation strategies in international settings.
- Communicate contractual positions clearly and professionally in English.
- Manage cross-cultural contract negotiations with greater confidence and commercial awareness.



Our Training Strategy

is based on personalised learning, where we aim to develop the competence of every delegate by actively engaging them in the course.

EMG Associates' Principal Presenter:

Elahe Ghazinoori is a Non-Practising Solicitor, Founder, Director, and Principal presenter at EMG Associates, with over 20 years of experience in professional legal training. She specialises in business and commercial law, contract drafting, dispute resolution, and cross border legal practice, and works extensively with professionals from civil law and common law jurisdictions to develop practical skills for international transactions and disputes.

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Accreditation:

EMG Associates (UK) Limited is an accredited training provider of the Government of Dubai Legal Affairs Department (GLAD), under the Continuing Legal Professional Development (CLPD) Programme (Provider Code: BB18).

Eligible EMG programmes, where accredited by the Department, may qualify for CLPD points for registered Dubai legal consultants, subject to the applicable programme requirements.

Our programmes are also designed to support the continuing professional development and competence of legal professionals, including solicitors regulated by the Solicitors Regulation Authority (SRA) in England and Wales, in accordance with their individual professional development obligations.

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THE GOVERNMENT OF DUBAI LEGAL AFFAIRS DEPARTMENT

Solicitors Regulation Authority

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Where Knowledge becomes Confidence

+44 (0) 778 595 2645

+44 (0) 20 3827 0966

info@emguk.net

www.emguk.net

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