emg ASSOCIATES

LONDON PROGRAMME:

ENGLISH LAW FOR INTERNATIONAL COMMERCIAL PRACTICE



PRESENTED BY:

ELAHE GHAZINOORI

emg ASSOCIATES

Where Knowledge becomes Confidence

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ENGLISH LAW FOR INTERNATIONAL COMMERCIAL PRACTICE

Presented by UK qualified lawyers

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

MONDAY – FRIDAY

09:30AM TO 14:30PM

£4500

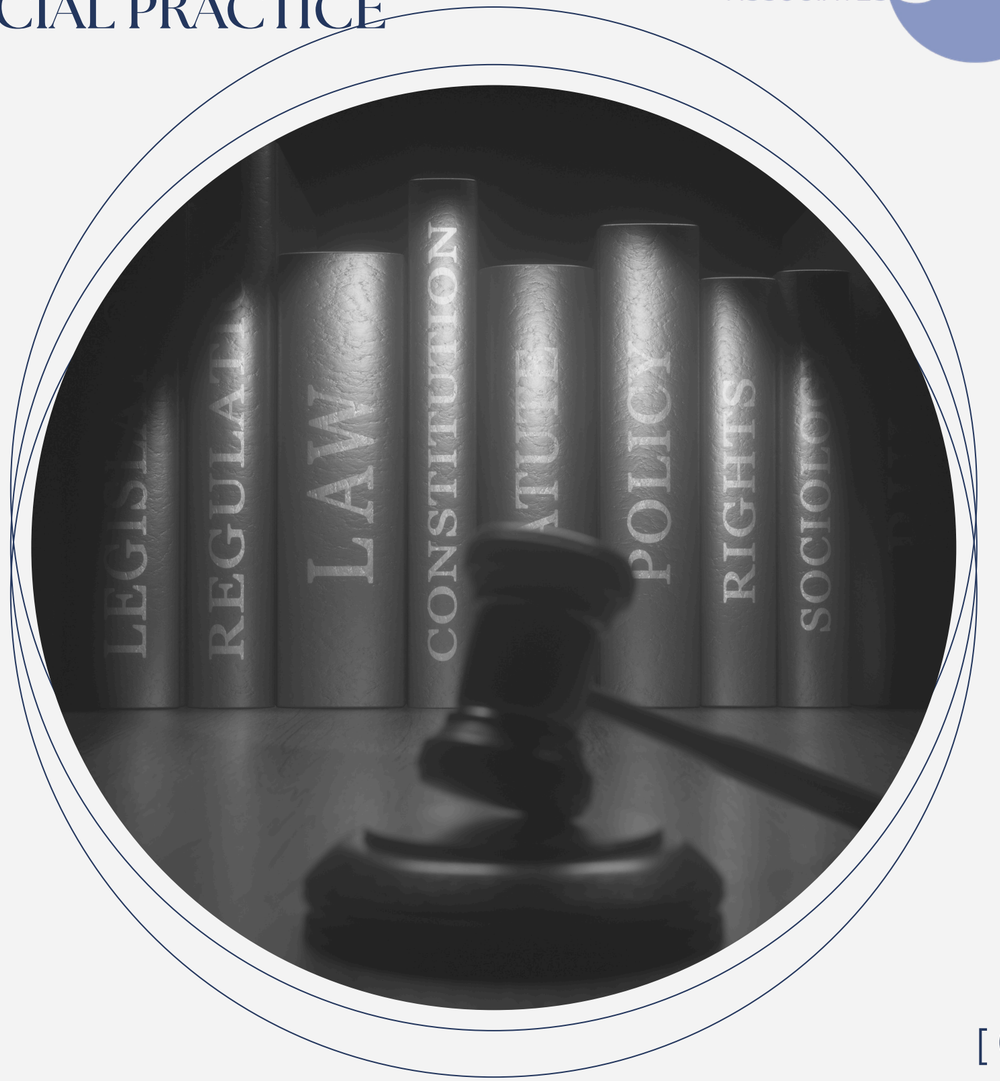
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English law governs a large proportion of international contracts, corporate transactions, and dispute resolution clauses. Civil law trained lawyers are therefore frequently required to advise on English law issues that directly affect deal structure, risk allocation, enforceability, and business outcomes. However, assumptions that are valid in civil law systems often do not apply under English law, and misunderstanding these differences can expose clients to significant legal and commercial risk.

This 5 day intensive programme provides a practical and integrated understanding of how English law operates in real business contexts. It focuses on the areas that most commonly affect cross border transactions and disputes, including contract formation and interpretation, remedies for breach, dispute resolution strategy, corporate restructuring, and the growing importance of intellectual property as a business asset.



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Day 01

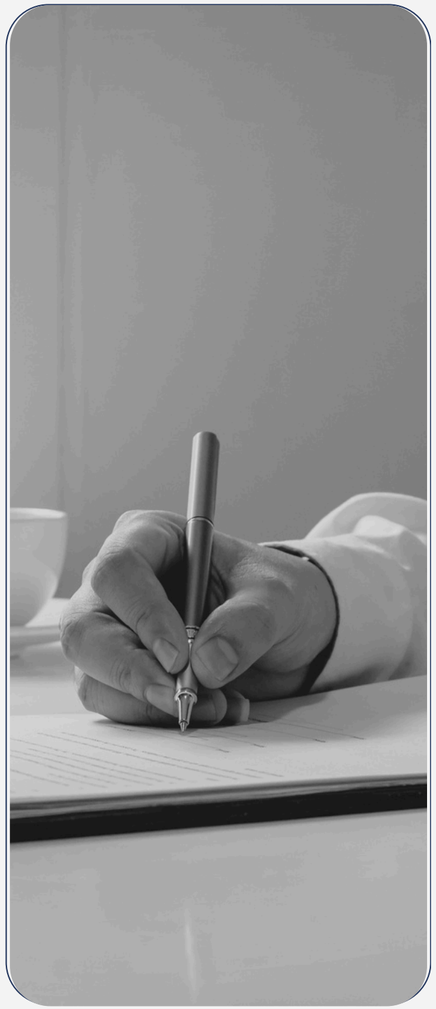
Legal Systems, Risk and Business Behaviour

Focus: Why English law produces different legal and commercial outcomes

- Common law vs civil law: how legal systems shape legal advice and business expectations
- Sources of English law and the role of precedent in predicting outcomes
- How English courts reason and why this matters for contract interpretation and disputes
- Where civil law assumptions most commonly fail in English law transactions
- How legal system differences influence negotiation strategy and risk allocation

Practical Work:

Case based comparison of how the same business problem is resolved under civil law and English law, and how this affects commercial decisions.



Day 02

Contract Formation, Negotiations and Enforceability

Focus: When business discussions become legally binding under English law

- Offer, acceptance and intention to create legal relations in commercial practice
- The role of consideration and why it affects contract structure and amendments
- “Subject to contract”, letters of intent and term sheets managing legal risk
- Good faith: expectations vs legal reality under English law
- Common traps during negotiations that create unintended obligations

Practical Work:

Transaction scenarios analysing whether enforceable contracts have been formed and how to protect clients during negotiations.

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Day 03

Contract Risk, Remedies and Dispute Exposure

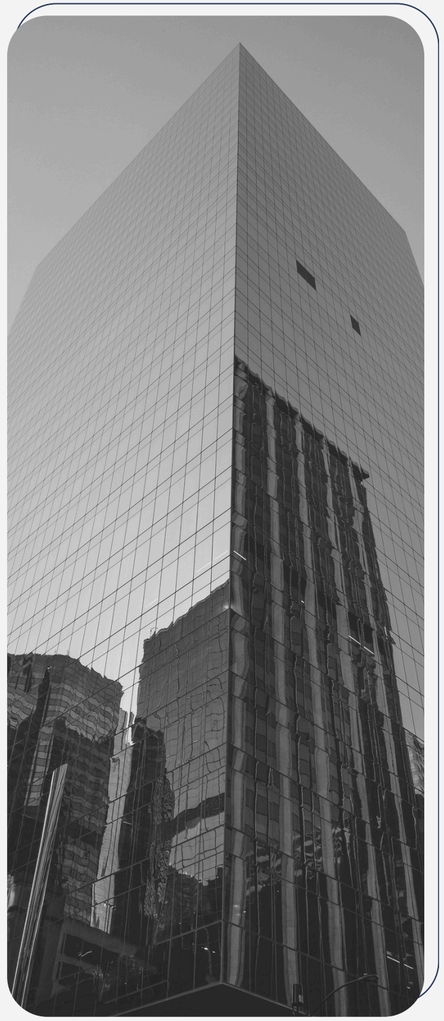
Focus: How contracts perform when things go wrong

- Contract interpretation: how English courts read commercial contracts
- Limitation and exclusion of liability what works and what fails
- Liquidated damages vs penalties
- Termination rights and consequences
- Remedies for breach and how damages are assessed
- How remedy risk influences contract drafting and deal structure

Practical Work: Transaction scenarios analysing whether enforceable contracts have been formed and how to protect clients during negotiations.

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Day 04

Corporate Transactions, Restructuring and Intellectual Property

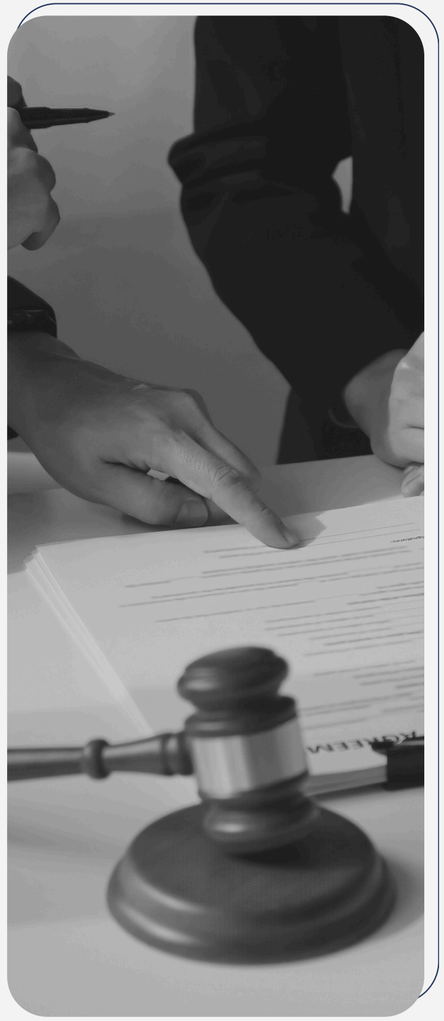
Focus: How English law affects business structure and asset protection

- Share deals vs asset deals under English law
- Legal issues in group restructurings and internal reorganisations
- Transfer of contracts and liabilities
- IP ownership, licensing and enforcement under English law
- IP as a core transaction and restructuring risk
- How IP and contract structures affect valuation and post transaction disputes

Practical Work: Restructuring case study involving asset transfers, contract continuity and IP ownership risks.

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Day 05

Disputes, Enforcement and Strategic Legal Advice

Focus: Managing conflict and protecting business outcomes

- Litigation and arbitration under English law: strategic considerations
- Jurisdiction clauses and enforcement risks
- Disclosure and evidence managing cost and exposure
- Interim remedies and urgent court applications
- Settlement strategy and without prejudice negotiations
- Working effectively with English counsel and managing cross border disputes

Practical Work: Integrated scenario covering contract breach, IP issues and restructuring impact, requiring participants to develop a legal and commercial response strategy

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Learning Outcome

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

- Recognise civil law assumptions create risk under English law
- Apply common law to assess legal & commercial outcomes
- Identify when negotiations become legally binding
- Understand how English courts interpret commercial contracts
- Evaluate liability exposure and remedies for breach of contract

- Advise on dispute resolution strategy and enforcement risks
- Assess legal issues in corporate transactions and restructurings
- Identify key IP ownership, licensing, and enforcement risks
- Integrate contract, corporate, IP, & dispute considerations
- Provide commercially informed legal advice

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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.

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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