



LONDON PROGRAMME:
CONTRACT NEGOTIATION IN ENGLISH FOR
INTERNATIONAL PROFESSIONALS

2nd – 6th NOVEMBER 2026

PRESENTED BY:

ELAHE GHAZINOORI




LONDON PROGRAMME:
CONTRACT NEGOTIATION
IN ENGLISH FOR
INTERNATIONAL
PROFESSIONALS

Presented by UK qualified lawyers



Where Knowledge becomes Confidence

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

MONDAY – FRIDAY  2nd – 6th NOVEMBER 2026

 09:30AM TO 14:30PM

 £4500

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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.

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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.

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Accreditation:

EMG Associates (UK) Limited is authorised to provide Continuing Professional Development (CPD) by the Solicitors Regulation Authority (SRA) and the Dubai Government Legal Affairs Department (GLAD). Participation in this programme may therefore be counted towards applicable CPD/CLPD requirements, subject to the relevant professional rules.

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Where Knowledge becomes Confidence

 +44 (0) 778 595 2645

 +44 (0) 20 3827 0966

 info@emguk.net

 www.emguk.net