



COMMERCIAL LAW PROGRAMME 2019

Date of Event	Venue	Event
28 September 2019	Venda	Contract Drafting and Negotiation Skills

Please note that this fee has been subsidised. Limited seats available and registrations will be confirmed on a first come, first-served basis

For further information on the seminar / workshop, please contact:

BLA- LEC
 Tel: (011) 403 0802
 Fax:(011) 403 0814
 E-mail: amanda@blalec.co.za / info@blalec.co.za

Registration fee: R750 (1 Day)
 Black Lawyers Association – Legal Education Centre
NEDBANK- Commissioner Street
ACCOUNT: 1990203817
BRANCH CODE: 199005
REFERENCE: CLP & YOUR NAME

TOPICS COVERED:

Contract Negotiations:

- Introduction
- Principles
- The Stages of Negotiations
- Power
- Information
- Time
- Gambits
- Communication
- Negotiation Styles
- How Both Sides Can Win

Contract Drafting:

- Overview of agreements
- Elements of a valid contract
- Basis of contracts
- Obligations and Expectations
- Breach/Liability
- Available remedies

The seminar is not exclusive to BLA members.

SURNAME:	NAME:	
ID NUMBER:	TITLE:	GENDER
FIRM:	POSITION:	
POSTAL ADDRESS:	TEL:	
	FAX:	
CELL:	EMAIL	
NEXT OF KIN	NEXT OF KIN CONTACT	
DIETARY REQUIREMENTS		

Terms and Conditions of Registration:

Fees: In order to guarantee your place, we must receive payment at least two weeks before commencement of the seminar / workshop. The organizers reserve the right to refuse admission for non-payment.

Cancellation: A cancellation should be sent to us seven (7) days prior to commencement of the seminar workshop, if not, the delegate will forfeit the fee.

Confirmation Details: Please contact our offices prior to commencement of the seminar / workshop if for any reason you have not received written acknowledgement of your registration.

The BLA-LEC reserves the right to cancel a seminar should the number of delegates not justify the costs which may be incurred

BLA-LEC does not provide accommodation and travel. Participants will be required to make their own arrangements