



# COMMERCIAL LAW PROGRAMME 2019

Date of Event	Venue	Event
08 June 2019	East London	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](mailto:amanda@blalec.co.za) / [info@blalec.co.za](mailto: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
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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