



COMMERCIAL LAW PROGRAMME 2022

Date of Event	Venue	Event
27 January 2022	Webinar	Drafting and Contracts

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

Registration fee: R1500 (1 Day)
 Black Lawyers Association – Legal Education Centre
 NEDBANK- Commissioner Street
 ACCOUNT: 1990203817
 BRANCH CODE: 199005
 REFERENCE: CLP & YOUR NAME

Registration closing date: 21 January 2021

TOPICS COVERED:

Contract Negotiations:

- Introduction
- Principles
- The Stages of Negotiations
- Information
- Time measures
- Gambits/Strategies
- 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:	

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