



COMMERCIAL LAW PROGRAMME 2024

| Date of Event | Venue | Event |
|-----------------|--------------|------------------------|
| 27 January 2024 | Johannesburg | 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: clp@blalec.co.za / info@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: 19 January 2024

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.

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|------------------------|-----------------------------|----------------|
| SURNAME: | NAME: | |
| ID NUMBER: | TITLE: | GENDER: |
| RACE: | DISABILITY: | |
| 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 on or before the closing date of the webinar / 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