



BUSINESS NEGOTIATION AND CONTRACTING

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PROGRAMME OVERVIEW

The Business Negotiation and Contracting course is tailored to empower leadership, customer facing and stakeholder relations teams with the strategic acumen essential for navigating the intricacies of modern business transactions. In an era where successful negotiations and airtight contracts are pivotal to organisational success, this course is meticulously designed to equip you with the skills, insights, and tactical prowess required to secure advantageous deals and mitigate risks. It's a transformative journey that transcends traditional negotiation approaches, equipping your teams with a versatile skill set to cultivate enduring partnerships.

Through a dynamic blend of experiential learning, real-world case studies, and Harvard trained negotiators expert-led sessions, this course ensures that your team not only masters the art of negotiation but also excels in crafting contracts that stand the test of time.

WHO IS THIS FOR?

Designed for a diverse array of professionals, this course is ideal for those involved in the intricate processes of negotiation and contract management within their organisations. It caters to a wide spectrum of roles including:

- Board Members
- Senior Executives navigating mergers and acquisitions
- Dynamic Project Managers
- Innovative Human Resources Managers
- Forward-thinking Entrepreneurs
- Sales and Procurement Managers focused on result-driven approaches
- Audit and Compliance Managers ensuring organisational integrity
- Key-account Managers dedicated to client success
- Astute Lawyers seeking to broaden their contractual expertise.

LEARNING OUTCOMES

1. Introduction into the South African legal system.
2. Explain the law of agency
3. Gain an informed understanding of the law of contract, terms of a contract, interpretation of a contract, and breach of a contract
4. Explore different types of contracts (example Sale Agreements, Service level Agreements, MOUs, Proposals and Offers)
5. Explore credit agreements
6. Understand the negotiation process
7. Different styles of negotiation

8. Alternatives to a negotiated agreement
9. Working through deadlocks in negotiation
10. Managing emotions in a negotiation
11. Making realistic offers and proposals

DURATION

- 3 days (full days)
- On-line or face to face

MODULES

- An introduction of the South African legal system
- The law of obligations
- Terms of the contract
- Contracts of sale and contracts of lease
- Contracts of insurance and agency contracts
- The negotiation process
- Cultural awareness of different negotiators and styles of negotiation
- Preparing to negotiate
- Alternatives to a negotiated agreement
- Working through deadlocks in negotiation
- Managing emotions in a negotiation
- Making realistic offers and proposals
- International Law
- Intellectual Property Law
- Law of Delict