



INTRODUCTION TO INTERNATIONAL CONTRACT LAW - RISKS & OPPORTUNITIES

AGENDA

- 1 Introduction: Definition
- 2 Preliminary considerations on the cross-border contract structure
- 3 The influence of law and culture
 - The legal systems of the world
 - The cultural influence on contractual behaviour with examples
- 4 The contract drafting
 - The right choice of substantive law
 - Use of international contract models
 - Core components of Anglo-American legal design
 - Unknown types of contract interpretation
 - Typical clauses and terms in international contracts
 - Practical tips
- 5 The contract execution
 - Different procedures in the international area
- 6 The dispute resolution
 - Correct choice of arbitral tribunals
 - Alternative dispute resolutions
- 7 Summary with memory list

TARGET GROUP

- Executive board
- Specialists at all levels from
 - international distribution
 - international procurement
 - commercial strategy
 - technical and commercial project management

WHEN? WHERE?

CUSTOMIZED

CUSTOMIZED

with
certificate

SPEAKER



MICHAEL KLEMT

Senior Claim and Contract Manager I
Attorney-at-law

Michael Klemt is senior claim and contract manager of CARNEADES GmbH & Co. KG in Brunswick for civil construction, IT law and infrastructure.

Previously, he worked for the Siemens AG for 28 years, most recently as head of a fifteen-member contract management team for the international plant business. His duties included i.a. negotiations of major international projects in China, Greece, Hong Kong, Korea, the Netherlands, India, Indonesia, Romania and USA as well as advising the sales departments and the projects.

He is a certified Siemens senior project manager and owner of the ITIL foundation certificate.

In addition to his two state law exams, he has completed an apprenticeship as an industrial clerk (IHK).

CONTACT

Do you need further details about our seminars or do you have any questions? Then please contact our seminar coordination:

 +49 40 6370730-0

 contact@carneades.com

