



TAX AND LEGAL TRAINING

Commercial Contract Drafting and Negotiation

3 day course

Classroom, online or in-house

Course overview

Most commercial disputes are decided by a clause somebody accepted without reading, in a document that recorded a deal nobody involved could later describe consistently. This course covers both drafting and the negotiation that shapes it. Delegates work through the anatomy of a commercial agreement and what each part is for, and drafting language that means one thing rather than sounding legal. Price, payment, variation and the mechanism for change are covered. Performance obligations, acceptance and remedies follow. Risk allocation is treated as the core of the exercise: warranties, indemnities, limitation of liability and insurance. Termination, suspension and exit are addressed, including what happens to work in progress. Governing law, jurisdiction and dispute resolution are covered for cross border trade. Negotiation is practised on the clauses that carry the money. The course closes on execution, on contract administration and on the records a claim depends on.

What you will learn

- Explain what each part of a commercial agreement is for
- Draft language that means one thing
- Set price, payment and a workable variation mechanism
- Define performance, acceptance and remedies
- Allocate risk through warranties, indemnities, liability caps and insurance
- Draft termination, suspension and exit including work in progress
- Negotiate the clauses that carry the money and administer the contract

Who should attend

- In house legal counsel and contracts managers
- Commercial and business development managers
- Procurement officers negotiating supplier agreements
- Company secretaries reviewing commercial documents
- Legal practitioners advising commercial clients

Course outline

- 01 The clause nobody read
- 02 Anatomy of a commercial agreement
- 03 Drafting for one meaning
- 04 Price, payment and variation
- 05 Performance, acceptance and remedies
- 06 Warranties, indemnities and liability
- 07 Termination, suspension and exit
- 08 Governing law, negotiation and administration

Upcoming dates

Dates	Venue	Format	Fee per delegate
23 to 25 September 2026	Pretoria, South Africa	Classroom	R14,950
14 to 16 October 2026	Online	Online	R6,500
29 to 31 March 2027	Cape Town, South Africa	Classroom	R14,950



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afri-science.co.za, or WhatsApp us on **+27 63 479 1136**.

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