ADVANCED STRATEGIES IN ARBITRATION, NEGOTIATION & CONTRACT DRAFTING



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

Advanced Strategies in Arbitration, Negotiation & Contract Drafting examines how legal and commercial professionals combine three connected skills to protect value across the full life of a contract. This Training Course covers dispute resolution strategy, arbitration procedure, negotiation technique, and clause drafting. Participants study UNCITRAL Model Law and Rules, ICC, LCIA and DIAC rules, the New York Convention, IBA Rules on the Taking of Evidence, and BATNA-based negotiation planning. Furthermore, the programme connects doctrine to practice through clause drafting labs, arbitration simulations, and live negotiation exercises. As a result, delegates leave able to draft clauses that prevent disputes and to resolve those that arise.

Advanced Strategies in Arbitration, Negotiation & Contract Drafting Course Objectives

- Define the relationship between drafting, negotiation, and arbitration.
- Draft dispute resolution clauses that match commercial intent.
- Select forums: arbitration, litigation, mediation, and dispute boards.
- Apply UNCITRAL Model Law, ICC, LCIA, and DIAC rules.
- Manage arbitral procedure from request to final award.
- Apply the IBA Rules on the Taking of Evidence.
- Plan negotiations using BATNA, ZOPA, and concession design.
- Trade risk allocation clauses: indemnities and liability caps.
- Enforce awards under the New York Convention.
- Draft, redraft, and review clauses with precision.

Course Methodology

- Interactive workshops using real contracts and arbitral awards.

GENTEX® TRAINING CENTER

- Clause drafting and redrafting labs with coached critique.
- Arbitration simulation from request to procedural order.
- Negotiation exercises with recorded peer debriefs.
- Evidence and witness preparation workshops.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- In-house legal counsel and litigation advisors.
- Contract and commercial managers.
- Arbitrators, mediators, and dispute board members.
- Litigation and arbitration paralegals.
- Procurement heads handling high-value contracts.
- Claims consultants and quantity surveyors.
- Business leaders signing major agreements.

Advanced Strategies in Arbitration, Negotiation & Contract Drafting Course Outlines

Day 1: Dispute Resolution Strategy and Forum Selection

- Defining dispute resolution strategy and commercial risk.
- Arbitration, litigation, mediation, and expert determination.
- Dispute boards, adjudication, and tiered clauses.
- Forum selection criteria and seat considerations.

- Multi-tiered and pre-arbitral step requirements.
- Ethics, privilege, and conflict-of-interest screening.
- Building the dispute strategy and governance framework.

Day 2: Arbitration Law, Rules, and Procedure

- UNCITRAL Model Law and Rules application.
- ICC, LCIA, DIAC, and ad hoc arbitration rules.
- Request for arbitration and response drafting.
- Constitution of tribunal and challenge procedures.
- Procedural orders, timetables, and case management.
- Interim measures, security, and conservatory relief.
- Costs, fees, and third-party funding questions.

Day 3: Evidence, Hearings, and Awards

- IBA Rules on the Taking of Evidence.
- Document production, redaction, and privilege claims.
- Witness statements, fact witnesses, and expert reports.
- Cross-examination technique and hearing conduct.
- Burden and standard of proof in commercial disputes.
- Award drafting, reasoning, and dissenting opinions.
- Correction, interpretation, and additional awards.

Day 4: Advanced Negotiation Strategy

- Negotiation planning with BATNA and ZOPA analysis.
- Interest-based bargaining and principled negotiation.

- Concession design and structured trade-offs.
- Managing deadlock, pressure, and multi-party dynamics.
- Settlement windows and without prejudice practice.
- Mediation-arbitration hybrid processes (Med-Arb).
- Consent awards, settlement agreements, and releases.

Day 5: Contract Drafting and Enforcement

- Drafting enforceable arbitration agreements.
- Governing law, seat, language, and number of arbitrators.
- Carve-outs, injunctive relief, and multi-contract clauses.
- Drafting indemnities, liability caps, and exclusions.
- Notice, time bar, and condition precedent clauses.
- Enforcement of awards under the New York Convention.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Advanced Strategies in Arbitration, Negotiation & Contract Drafting, participants will have acquired a practical command of dispute resolution strategy, arbitration procedure, evidence handling, negotiation planning, and enforceable clause drafting. They will know how to select the right forum, run arbitral procedure creditably, and negotiate settlements that hold. In addition, the course prepares delegates to draft arbitration and risk allocation clauses that survive challenge. As a result, they return to work ready to protect contract value both before and after disputes arise. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

LEARN BOLD. **LEAD BEYOND**
GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

FAQs for the Advanced Strategies in Arbitration, Negotiation & Contract Drafting course

Q1 What is the "Advanced Strategies in Arbitration, Negotiation & Contract Drafting" course about?

It is a five-day programme that connects three skills: drafting enforceable contracts, negotiating commercial outcomes, and resolving disputes through arbitration. It covers forum selection, arbitration law and procedure, evidence rules, negotiation strategy, clause drafting, and award enforcement.

Q2 What are the key benefits of the "Advanced Strategies in Arbitration, Negotiation & Contract Drafting" course?

Participants gain the ability to draft dispute resolution and risk allocation clauses that withstand challenge, run arbitration procedure efficiently, and negotiate settlements that close disputes rather than extend them. They also learn to manage evidence and hearings properly and to enforce or resist awards with confidence.

Q3 What skills will I gain from the "Advanced Strategies in Arbitration, Negotiation & Contract Drafting" course?

GENTEX® TRAINING CENTER

Dispute resolution strategy with forum selection and arbitration clause drafting, arbitration procedure management with evidence handling under the IBA Rules, negotiation strategy with BATNA and concession planning, and enforceable clause drafting with award enforcement under the New York Convention.

Q4 What tools, methods, or standards are covered in the "Advanced Strategies in Arbitration, Negotiation & Contract Drafting" course?

The course covers the UNCITRAL Model Law and Arbitration Rules, ICC, LCIA, DIAC and ad hoc arbitration rules, dispute board and adjudication procedures, tiered and multi-tiered dispute clauses, seat and governing law selection criteria, request for arbitration and response drafting, tribunal constitution and challenge procedures, procedural orders and case management techniques, interim and conservatory measures, costs and third-party funding considerations, the IBA Rules on the Taking of Evidence, document production and privilege claims, witness statements and expert reports, cross-examination technique, burden and standard of proof, award drafting and dissenting opinions, correction and interpretation of awards, BATNA and ZOPA analysis, interest-based bargaining and principled negotiation, concession design and structured trade-offs, without prejudice and settlement window practice, Med-Arb hybrid processes, consent awards, settlement agreements and releases, enforceable arbitration agreement drafting, carve-outs and injunctive relief clauses, indemnity and liability cap drafting, notice, time bar and condition precedent clauses, and enforcement of awards under the New York Convention.

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Q5 How is the "Advanced Strategies in Arbitration, Negotiation & Contract Drafting" course applied in real-world practice?

Delegates apply it through dispute resolution clauses, term sheets, arbitration agreements, requests for arbitration, procedural orders, document requests, witness statements, expert reports, hearing bundles, settlement agreements, consent awards, consent orders, enforcement applications, and clause libraries. They also use it to brief executive teams on dispute exposure and to prepare files for external counsel.