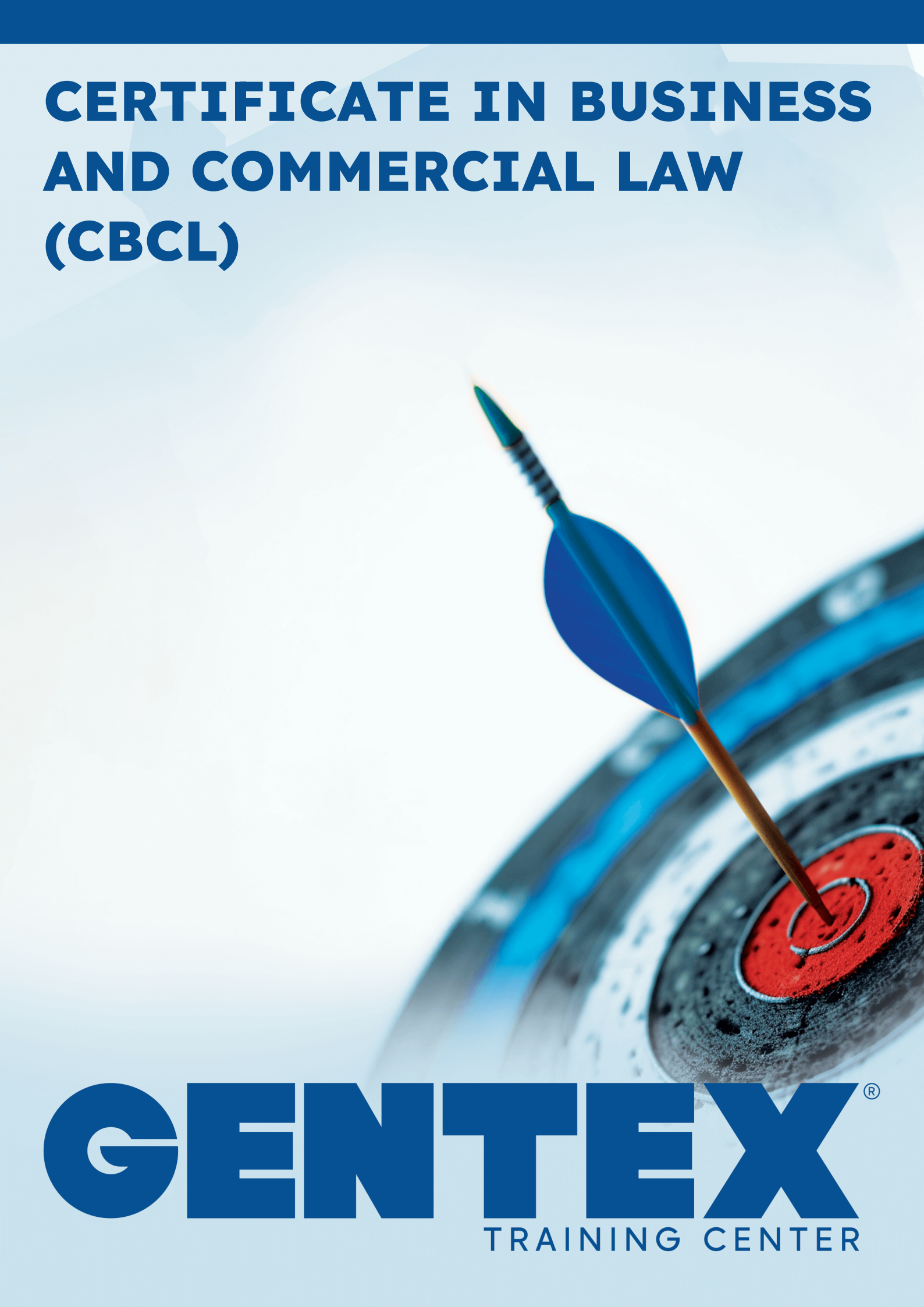
CERTIFICATE IN BUSINESS AND COMMERCIAL LAW (CBCL)



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Introduction

Certificate in Business and Commercial Law (CBCL) Training Course builds a clear working knowledge of the legal rules that govern commercial activity. Participants study how contracts are formed, performed and enforced, and how businesses manage obligations across sales, agency, distribution and credit arrangements. Furthermore, the course explains company structures, corporate governance duties, insolvency, competition rules and dispute resolution through arbitration and litigation. In addition, learners examine real contracts and case studies from multiple sectors, so they can spot risk early and advise with confidence. As a result, they leave able to support sound commercial decisions inside their organisations.

Certificate in Business and Commercial Law (CBCL) Course Objectives

- Explain the legal principles behind offer, acceptance, consideration and contractual intention.
- Draft and review commercial contracts with clear terms, warranties and remedies.
- Apply the CISG and Incoterms 2020 rules to international sales transactions.
- Distinguish between agency, distribution, franchising and joint venture arrangements.
- Interpret company law duties under corporate governance codes and fiduciary standards.
- Identify grounds for breach, termination and remedies such as damages and specific performance.
- Manage payment security tools, including letters of credit and retention of title clauses.
- Recognise insolvency triggers and the rights of secured and unsecured creditors.
- Assess competition law limits on pricing, market sharing and merger activity.
- Resolve disputes through negotiation, mediation, ICC arbitration and litigation.

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Course Methodology

- Instructor-led sessions built around real commercial contracts and case law.
- Clause-by-clause drafting workshops with peer review and feedback.
- Case studies drawn from trade, manufacturing, services and technology sectors.
- Structured debates that test legal arguments from both sides.
- Group risk-mapping exercises on live contract scenarios.
- Checklists, model clauses and reference guides retained after the course.

Who Should Take This Course

- Legal advisors, in-house counsel and paralegals.
- Contract managers and procurement specialists.
- Compliance, governance and risk officers.
- Business owners, directors and commercial managers.
- Finance and credit control professionals.
- Public sector officers handling tenders and contracts.

Certificate in Business and Commercial Law (CBCL) Course Outlines

Day 1: Foundations of Commercial Law

- Sources of commercial law: statute, common law and trade custom.
- Formation of contracts: offer, acceptance, consideration and intention.
- Capacity, legality and certainty of terms.
- Standard terms, unfair terms rules and consumer protection.

- Misrepresentation, mistake and duress.
- Agency law and the authority of commercial agents.
- Business structures: sole trader, partnership, LLC and joint stock company.

Day 2: Drafting and Managing Commercial Contracts

- Contract anatomy: recitals, operative clauses, schedules and annexes.
- Drafting warranties, indemnities, limitation of liability and force majeure.
- Payment terms, security and retention of title clauses.
- Confidentiality, non-compete and intellectual property clauses.
- Termination rights, notice periods and exit planning.
- Change control and contract performance management.
- Review checklists for risk allocation.

Day 3: International Sales, Trade and Finance

- The CISG and its application to cross-border sales.
- Incoterms 2020 and delivery, risk and cost allocation.
- Bills of lading, documentary collections and letters of credit under UCP 600.
- Export controls, sanctions screening and anti-bribery rules.
- Distribution, agency and franchising agreements.
- Cross-border dispute clauses and choice of law.
- Case studies in international supply transactions.

Day 4: Corporate Governance, Insolvency and Competition

- Directors' duties, fiduciary standards and corporate governance codes.

- Shareholder rights, board committees and disclosure obligations.
- Compliance programmes and whistleblowing frameworks.
- Insolvency triggers, restructuring and creditor priorities.
- Competition law: cartels, abuse of dominance and merger control.
- Sector regulators and reporting duties.
- Governance case reviews and lessons learned.

Day 5: Dispute Resolution and Applied Practice

- Negotiation strategy and structured settlement techniques.
- Mediation and alternative dispute resolution procedures.
- ICC and UNCITRAL arbitration: clauses, seats and enforcement.
- Litigation routes, jurisdiction and Limitation periods.
- Evidence, disclosure and expert testimony.
- Drafting a dispute resolution clause from scratch.
- Final contract negotiation simulation and feedback.

Conclusion

By successfully completing Certificate in Business and Commercial Law (CBCL), participants will gain a practical command of contract formation, commercial drafting, corporate governance, insolvency and dispute resolution. They will also have acquired the confidence to read a contract critically, flag legal exposure early and support negotiations with clear reasoning. Gentex Training Center delivers the programme with a strong applied focus, so learners return to their roles ready to use what they studied.

LEARN BOLD. **LEAD BEYOND**
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FAQs for the Certificate in Business and Commercial Law (CBCL) course

Q1 What is the "Certificate in Business and Commercial Law (CBCL)" course about?

It covers the legal framework behind commercial transactions: how contracts form and are enforced, how companies are governed, and how trade, insolvency and competition rules apply. It also covers arbitration and litigation as dispute routes.

Q2 What are the key benefits of the "Certificate in Business and Commercial Law (CBCL)" course?

You learn to read and draft contracts with confidence, reducing exposure to costly disputes. The course strengthens your ability to advise managers, negotiate terms and align commercial decisions with legal and governance requirements.

Q3 What skills will I gain from the "Certificate in Business and Commercial Law (CBCL)" course?

Commercial contract drafting and review, legal risk identification and mitigation, corporate governance and compliance advisory, and dispute resolution and arbitration management.

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Q4 What tools, methods, or standards are covered in the "Certificate in Business and Commercial Law (CBCL)" course?

The CISG, Incoterms 2020, UCP 600 for letters of credit, retention of title and limitation of liability clauses, corporate governance codes, ICC and UNCITRAL arbitration rules, and structured negotiation and mediation methods.

Q5 How is the "Certificate in Business and Commercial Law (CBCL)" course applied in real-world practice?

Professionals use it to draft supply and distribution agreements, review tender terms, set payment security, manage breach and termination, and resolve disputes without going to court. Participants practise on live contract scenarios and a negotiation simulation.