INTERNATIONAL CONTRACTING



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Introduction

International Contracting examines how organizations structure, negotiate, and administer agreements that cross national borders. This Training Course covers governing law, jurisdiction, Incoterms 2020, currency and payment mechanisms, and cross-border risk allocation. Participants study export controls, sanctions screening, anti-bribery rules, and data transfer obligations alongside contract administration practice. Furthermore, the programme connects legal frameworks to commercial reality through clause analysis and negotiation simulation. As a result, delegates leave able to draft and manage international contracts that hold up across jurisdictions.

International Contracting Course Objectives

- Define international contracting and its major legal risk categories.
- Select governing law, jurisdiction, and dispute resolution mechanisms.
- Apply Incoterms 2020 correctly to delivery and risk transfer.
- Structure currency, payment, and security mechanisms across borders.
- Draft language, translation, and interpretation clauses clearly.
- Manage force majeure, hardship, and change in law provisions.
- Comply with export controls, sanctions, and anti-bribery rules.
- Apply data protection and cross-border transfer obligations.
- Administer performance, variations, and claims across jurisdictions.
- Handle termination, exit planning, and enforcement of judgments.

Course Methodology

- Interactive workshops using real cross-border contract disputes.
- Structured clause analysis of international supply and service agreements.
- Guided Incoterms 2020 application exercises.

- Negotiation simulation on price, delivery, and risk terms.
- Case review of enforcement and arbitration outcomes.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Contract managers and international commercial leads.
- Legal counsel and contracts advisors.
- Procurement and sourcing professionals.
- Export, trade compliance, and logistics staff.
- Finance, treasury, and credit control specialists.
- Project and business development managers.
- Compliance, audit, and risk professionals.

International Contracting Course Outlines

Day 1: Foundations of International Contracting

- Defining international contracts and their legal characteristics.
- Sources of law: national law, CISG, and international instruments.
- Party capacity, authority, and corporate formalities.
- Language, translation, and interpretation clauses.
- Governing law selection and conflict of laws.
- Choice of jurisdiction and forum considerations.
- Structuring cross-border transactions.

Day 2: Delivery, Risk Transfer, and Incoterms 2020

- Incoterms 2020 rules compared and applied.
- Transfer of risk, cost, and title in cross-border sales.
- Transport documents, bills of lading, and documentary credits.
- Packing, inspection, and acceptance at destination.
- Customs declaration, HS codes, and duty optimisation.
- Force majeure, delay, and delivery default remedies.
- Insurance requirements and marine cargo cover.

Day 3: Payment, Currency, and Financial Security

- Payment methods: open account, documentary collection, letter of credit.
- UCP 600 documentary credit practice and discrepancies.
- Currency clauses, exchange risk, and hedging basics.
- Indexation, escalation, and price adjustment mechanisms.
- Performance bonds, advance payment guarantees, and retention.
- Set-off, netting, and security interests.
- Sanctions screening and payment blocking rules.

Day 4: Regulatory Compliance and Cross-Border Risk

- Export controls: dual-use items, ITAR, and EAR basics.
- Sanctions regimes, denied party lists, and end-use checks.
- Anti-bribery rules including FCPA and UK Bribery Act 2010.
- Data protection and cross-border transfer mechanisms.
- Localisation, ownership restrictions, and investment screening.
- Competition law and distribution arrangements.
- Environmental, labour, and modern slavery compliance.

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Day 5: Administration, Disputes, and Enforcement

- Contract administration across multiple jurisdictions.
- Variation, change order, and claims documentation.
- Notices, time bars, and correspondence discipline.
- Dispute resolution: litigation, arbitration, and mediation.
- Recognition and enforcement of judgments and awards.
- Termination, transition, and exit planning.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing International Contracting, participants will have acquired a practical command of governing law selection, Incoterms application, payment security, and cross-border compliance. They will know how to draft clauses that survive jurisdictional differences, manage currency and delivery risk, and enforce rights across borders. In addition, the course prepares delegates to administer contracts and resolve disputes efficiently. As a result, they return to work ready to run international contracting with confidence. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

FAQs for the International Contracting course

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Q1 What is the "International Contracting" course about?

It is a five-day programme that explains how agreements are structured, negotiated, and administered across national borders. It covers governing law, Incoterms 2020, payment and currency mechanisms, export controls, sanctions, data transfer, and cross-border dispute resolution.

Q2 What are the key benefits of the "International Contracting" course?

Participants gain the ability to draft cross-border contracts that withstand jurisdictional differences, manage currency and delivery risk, and keep transactions compliant with export, sanctions, and anti-bribery rules. They also learn to administer performance and enforce rights in foreign jurisdictions.

Q3 What skills will I gain from the "International Contracting" course?

International contract drafting and clause interpretation, governing law and dispute mechanism selection, Incoterms 2020 application with payment security structuring, and cross-border compliance including export controls and sanctions screening.

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Q4 What tools, methods, or standards are covered in the "International Contracting" course?

The course covers Incoterms 2020 rules, the CISG (Vienna Convention), UCP 600 documentary credit practice, performance bonds and advance payment guarantees, export control regimes including ITAR and EAR, sanctions screening and denied party lists, the FCPA and UK Bribery Act 2010, data transfer mechanisms under GDPR, HS codes and customs documentation, and recognition and enforcement frameworks including the New York Convention.

Q5 How is the "International Contracting" course applied in real-world practice?

Delegates apply it through governing law and jurisdiction selection, Incoterms selection, letter of credit review, currency clause drafting, sanctions screening checks, export licence applications, variation and claim documentation, and enforcement planning. They also use it to brief commercial teams on cross-border risk and to review supplier and distributor agreements.