COURSE BROCHURE

International Commercial Contracts

A practical course on drafting and managing cross-border sale, distribution, agency and licensing contracts, covering Incoterms 2020, international payment methods, governing law and arbitration.

Code	HT-LGL-116
Category	Contracts & Legal Affairs
Duration	1 week
Level	Intermediate
City	Istanbul

Introduction

When seller and buyer sit in different countries, questions arise that a domestic contract never raises: which law governs, when risk in the goods passes, how payment is secured, and where a judgment or award can be enforced. Answering them at the drafting stage costs far less than facing them after a dispute has started.

Objectives

- Understand how contracts are formed between parties from different legal systems and avoid a battle of the forms
- Choose the governing law and dispute forum and draft both clauses clearly
- Apply Incoterms 2020 to fix delivery, transfer of risk and allocation of costs
- Compare international payment methods and payment security according to the risk of the deal
- Draft the core clauses of international sale, distribution, agency and licensing contracts

Who should attend

- Contract, international sales, export and import officers
- Overseas procurement and supply chain staff
- Legal counsel new to cross-border transactions
- Trade finance staff in banks and companies

Skills you will develop

- Drafting international sale contracts
- Using Incoterms 2020 and documentary credits
- Drafting governing law and arbitration clauses
- Managing the risks of dealing with a foreign counterparty

Learning Outcomes

- Prepare a draft international sale contract with a delivery term, payment method and dispute resolution clause
- Select the right Incoterms rule for a given deal and set out each party's obligations under it
- Check the terms of a documentary credit against the contract and the shipping documents
- Write a workable arbitration clause naming the institution, seat, language and number of arbitrators

Course Outline

Day 1: The Framework of International Commercial Contracts

- What makes a contract international: multiple legal systems, languages, currencies and trade practices
- Formation: offer and acceptance, letters of intent, battle of the forms and electronic contracting
- Sources of rules: the CISG, the UNIDROIT Principles, model contracts and trade usages

Day 2: The International Sale Contract and Delivery Terms

- Clauses on goods, specification, quantity, inspection and certificates of conformity
- Incoterms 2020 from EXW and FCA to CIF, DAP and DDP: delivery point, transfer of risk and insurance
- Transport documents: bill of lading, air waybill and certificate of origin, and their link to transfer of title

Day 3: Price, Payment and Payment Security

- The price clause: currency, exchange rate risk, price adjustment, taxes and customs duties
- Payment methods: advance payment, open account, documentary collection and documentary credit under UCP 600
- Demand guarantees under URDG 758 and standby letters of credit, with an exercise in checking credit documents for discrepancies

Day 4: Distribution, Agency and Licensing Agreements

- Distributor versus commercial agent: exclusivity, territory, minimum purchases and compensation on termination
- Technology and trademark licensing and franchising: scope of license, royalties and quality control
- Compliance clauses: anti-bribery, economic sanctions and export controls, and protection of confidential information

Day 5: Governing Law and Dispute Resolution

- Choice of law and forum clauses, and the ICC model force majeure and hardship clauses
- International commercial arbitration: institutional and ad hoc, seat, language, enforcement under the New York Convention, and mediation as a first step
- Applied workshop in which each team drafts an international sale contract for an equipment supply deal between a foreign supplier and a buyer in the region, then negotiates it with another team

Training methodology

Exercises on choosing an Incoterms 2020 rule for different deals and locating the point where risk passes

Hands-on checking of documentary credit documents against the credit terms
Comparison of sound and defective arbitration and governing law clauses
Drafting and negotiation workshop on an international sale contract

Certification

Participants receive a Harbor Training Center certificate of attendance on completing the course.

Upcoming dates

City	Dates	Language	Fee
Istanbul	25 – 29 January 2027	AR	EUR 4,800
Istanbul	26 – 30 July 2027	EN	EUR 4,800

Fees are per participant.

Contact us

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https://harbor4training.com/en/courses/international-commercial-contracts