



Course length: 1 day

All Businesses need to engage with contracts BUT do they know the implications of making an agreement. If you feel that you would benefit from knowing more about contractual obligations. The course is aimed at businesses that are involved in contractual negotiations and the making of formal binding agreements from business owners to purchasing and procurement.

Aim:

To provide a better understanding of contractual binding relationships relating specifically to your own day-to-day work when discussing or issuing contracts and standard letters on behalf of the distribution business.

Objectives: By the end of the course:

You will be able to recognise:

- What constitutes a legally binding “offer”
- How and when that offer can be accepted by the customer
- The other ingredients necessary for the agreed offer to be “enforceable”

You will have understanding of:

- The terms used within distribution business standard letter
- The consequences of breaching those terms on each party involved

You will have partially:

- Worked through several problems covered by the contract terms
- Identified breaches, and the consequences, of term under dispute
- Resolved those problems through application of the terms and their legal standing

You will be able to undertake discussion relating to the terms with increased confidence.

Course content

Brief distinction between civil and criminal liability and the courts that administer such cases

Formation of contracts:

- Offer - distinguishing from invitations to treat revocation of offers
- Acceptance - communication and methods of
- Consideration – definition and types
- Capacity - company objectives
- Intention to create legal relations

Terms of contract:

- Express/Implied
- Major and minor terms
- Sales of good legislation
- Statutory control on exclusion clauses
- Misrepresentation - definition, types and remedies

Discharge of Contract:

- Performance
- Agreement
- Breach
- Frustration

Remedies of Breach

- Damages - types
- Specific performance
- Injunctions

Manufacturers Liabilities:

- Negligence
- Statute
- Contract

Standard form contracts

Quiz

Problem solving

Q&A session

Course feedback

Dates and fees

Please see our website for course dates

Course fees: £225 + VAT

Optional accommodation is available to book the night before the course commences and includes breakfast and lunch. Delegates attending on a non-residential basis will be provided with self service breakfast, beverages and lunch.

For details of our accommodation options and fees, please view our website.

How to book

Visit Reed Business School website and book on-line www.reedbusinessschool.co.uk or complete an enrolment form and send to the address below

Enquiries

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