

Contracts in the Real Business World ©

Objective: In business, oral and written contracts are used repeatedly. Many people in business want to know more about their rights and obligations under such contracts. This course will address many issues that arise with contracts. The instructor will provide numerous tips to improve a company's contractual position and will note various pitfalls to avoid.

What you will learn:

- The essential elements of a contract
- When is an “offer” made and what must be included in the offer?
- The ways an offer can be accepted
- What is “consideration” and what is not?
- How to establish that a contract exists
- Who has the legal capacity to make a binding contract?
- Common defenses to a contract
- What remedies are available when the other party breaches the contract?
- How a party can limit their own liability exposure
- The purpose of “boilerplate” provisions
- Guidelines for good contract drafting
- Guidelines for arbitrating or litigating a contract dispute

CPE: 4 hours

Level: Basic to Intermediate

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: CRBW