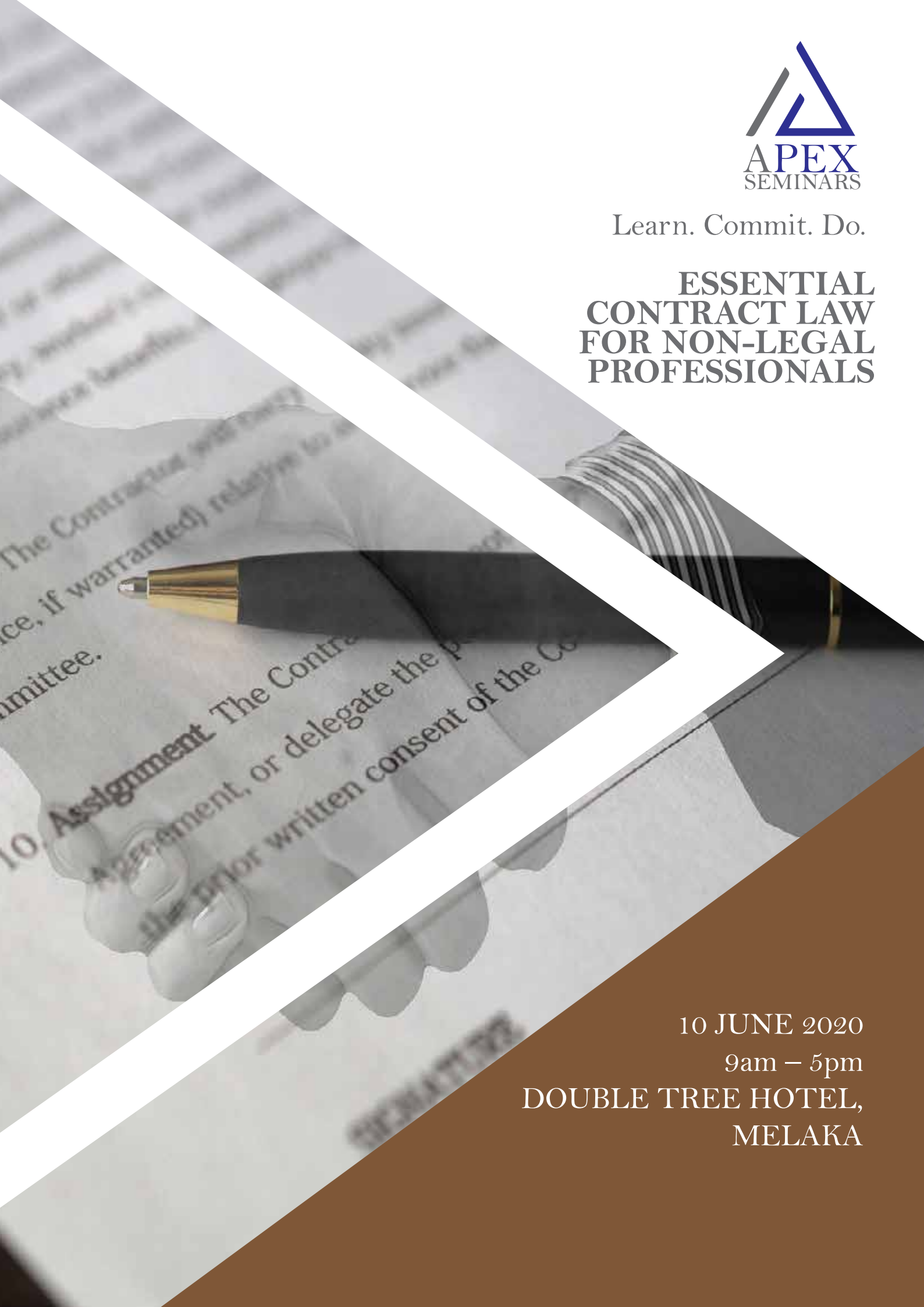




Learn. Commit. Do.

ESSENTIAL CONTRACT LAW FOR NON-LEGAL PROFESSIONALS



10 JUNE 2020

9am – 5pm

DOUBLE TREE HOTEL,
MELAKA

ESSENTIAL CONTRACT LAW FOR NON-LEGAL PROFESSIONALS



THIS SIGNATURE SEMINAR IS ESSENTIAL FOR:

- CEOs/CFOs
- Company/ Managing Directors
- Business Owners
- Contract Administrators/
Managers/ Coordinators
- HR Directors/Managers
- Project Managers/Engineers/
Coordinators
- Office/Commercial/General/
Managers
- Sales & Marketing Directors/
Managers/ Buyers
- Purchasing & Procurement Managers
/ Executives
- Business Development Directors/
Managers
- Risk & Assurance/Claims Manager/
Executives
- Operations/Technical/Logistics/
Supply Chain Managers/Executives

Contracts are essential features of the business world and daily commerce. While a good business contract helps to bring in profits, an even better one safeguards those hard-earned profits at the same time. What you know of contracts, can help to grow your business. Conversely, what you do not know, can cripple your business. This 1-day workshop thus seeks to empower you with the knowledge of fundamental contract law principles which apply to your business contracts:

- How are contracts validly made?
- Are oral contracts valid?
- What factors invalidate contracts?
- What about misrepresentations and mistakes in contracts?
- How do I discharge a contract?
- What are my remedies

Through the use of contracts, businesses and individuals communicate their expectations with each other. If you hold a managerial or executive position responsible for dealing with contracts, this workshop will aid you in better understanding them and in better protecting your commercial interests.

METHODOLOGY

Courses consist of interactive lectures, group activities and case studies to explore the essentials of a valid contract. Training will be setup as small teams of 4 to 5 people and will go through the lecture first to follow up with a case study activity where the participants will try to identify the contractual issues.

OBJECTIVE

Participants will learn how to make a valid contract – oral or written. Learn how a contract may be discharged by novation, by performance and frustration and how to terminate a contract and know the remedies available for breach of contract, including liquidated damages and penalty clauses, specific performance and injunctions.

COURSE OUTLINE



1. Essentials of Valid Contracts

- Offer, acceptance and invitation to treat
- Request for proposal, tenders, auctions
- Consideration
- Intention to be bound – Commercial agreements
- Capacity to contract: Age, mentally sound, etc.

2. Terms of Contract

- Express terms, implied terms
- Conditions, warranties and complex terms / innominate terms
- Breach of terms of contract
- Effectiveness of exclusion / limitation clauses
- Unfair Contract Terms Act

3. Invalid Contracts

- Factors vitiating valid contracts
- Misrepresentation of material facts, not opinion
- Mistake
- Illegal, void and voidable contracts
- Contracts in restraint of trade – Legitimate interests to be protected
- Duress and undue influence

4. Enforcing Contracts

- Discharge of Contracts
 - > Frustration
 - > Performance and exceptions
 - > Agreement (novation)
 - > Breach
- Damages and liquidated damages – Doctrine of penalty
- Penalties, Advance Payments and Forfeiture
- Specific performance and injunction for contract enforcement

SPEAKER



ANDREW LOURDES

Qualifications:

Bachelor of Laws (Hons), University of London, UK
Certificate in Legal Practice (CLP)
Certified Trainer, HDRF Malaysia

Career: Criminal Defense Lawyer
& Motivational Speaker

Andrew is a motivational leader, and corporate trainer. Andrew has both academia and industry experience derived from a diverse range of career paths that include holding senior positions in tertiary education, marketing and now as top ranking criminal defense lawyer. With a passion to enrich the lives of others, Andrew decided to become a trainer and coach after discovering the power within him that can influence the lives of others more than 26 years ago. Since then, he has helped his clients to find their own merits and enrich their personal lives as well as those around them. Constantly seeking to show others how to be more self-aware and get more out of life, he has dedicated himself in bringing values to others.

When he is not in court defending cases, Andrew is occupied in corporate training and is a registered trainer with PSMB /HRDC and a senior facilitator at APEX seminars. He has also conducted seminars on Negotiating Skills, Emotional Intelligence, Time Management, Consultative Selling Skills, Persuasion and Influencing Skills, Managing Emotions, Stress Management, Leadership and many more. Applying his knowledge and experience, he is able to connect with individuals from all walks of life. With his endearing charismatic style, Andrew captures his audience's attention as well as their hearts. With his one-of-a-kind technique and masterful authority of his work, time and again he continues to receive high accolades from his audiences as being one of the most dynamic and compelling speakers.

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REGISTRATION:

To register, kindly fill up the following info
and return this page via email :

EMAIL : cecily@apexseminars.com.my
or naveen@apexseminars.com.my

FURTHER ENQUIRIES : Ms Cecily +6019 770 2454
M. Naveen +6014 932 1140

REGISTER TODAY

REGISTRATION FEE:
RM1,500 NETT



BUY 1 FREE 1

DELEGATE DETAILS

DELEGATE 1

Mr/Ms/Mrs/Dr/Others :

Position:

Department:

Tel:

Fax:

Email:

DELEGATE 2

Mr/Ms/Mrs/Dr/Others :

Position:

Department:

Tel:

Fax:

Email:

DELEGATE 3

Mr/Ms/Mrs/Dr/Others :

Position:

Department:

Tel:

Fax:

Email:

CONTACT PERSON

(For Billing Purpose)

Mr/Ms/Mrs/Dr/Others:

Position:

Department:

Company:

Tel:

Fax:

Email:

Billing Address:

PAYMENT METHOD



CHEQUE :

Apex Seminars Sdn Bhd



BANK TRANSFER

Acc Name: Apex Seminars Sdn Bhd

Account no: 504115514119

Name of Bank: Maybank Berhad

Payment will be confirmed upon Proof of Payment to :

Apex Seminars Sdn Bhd

Please state Invoice Number on Proof of Payment.

Organized by :



APEX SEMINARS SDN BHD

B-5-8 Plaza Mont Kiara, Mont Kiara 50480, Kuala Lumpur, Malaysia.

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