

COMMERCIAL CONTRACTS: DRAFTING, NEGOTIATION & RISK MANAGEMENT

Friday, 11 March 2011 Royal Orchid Sheraton Hotel & Towers, Bangkok

Dear Sir/Mdm,

A commercial contract is a legal document that outlines a series of rights and obligations of each contractual party and describes the nature of the business relationship between the parties. A commercial contract is a crucial part of the business world, but largely ignored or puzzled by many business professionals in this part of the world.

Why we think a commercial contract is crucial?

This is because one clause in a commercial contract can make a whole lot difference between winning and losing when a dispute cannot be amicably settled. The thin line between winning and losing often translates into making or losing a lot of money. This is what counts. As a matter of fact, a properly drafted contract can help you achieve a lot of purposes: (i) it helps you advance your own agenda, (ii) it protects your interest; and (iii) it mitigates or even eliminates any potential risk on your side.

Understanding a legal framework of commercial contracts is important even for non-lawyers. You, a business professional, negotiate with customers, suppliers, business partners, business associates and colleagues everyday. You try to negotiate to the best of your ability and document whatever you agree with your counterparty. But how do you know whatever you put in a contract will be upheld in the court of law? It is not uncommon for a court to strike down any poorly/wrongly worded clause in a commercial contract.

To become a better negotiator in business in Thailand, you need to know what can be agreed and what cannot be agreed in a commercial contract under Thai law. This course will walk you through commonly used techniques that mitigate or even eliminate any potential risk and highlights contractual provisions that are unlikely be upheld in court. The knowledge of commercial contracts will definitely make you a powerful negotiator.

Last but not least, one case study on the shareholders agreement brings to your attention an interesting legal situation when two or more parties run a business together through a jointly owned company. The path often starts with a rosy picture, but ends up getting messy. The shareholders agreement is one of many mechanisms to prevent or settle any dispute between the shareholders (partners).

NARIT & Associates is pleased to invite you to attend our legal seminar on the following topic:
Commercial Contracts: Drafting, Negotiation, and Risk Management

To make reservation or have any inquiry, simply call us at 02248 2874 or email at enquiry@naritlaw.com

See you at the event!

Sincerely yours,

Narit Direkwattanachai, LLM (Cambridge)