Commercial Contract Drafting and Negotiation

Legal Training

Course Overview

Commercial Contract Drafting and Negotiation: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Commercial Contract Drafting and Negotiation
- Apply practical tools and techniques for Commercial Contract Drafting and Negotiation in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Commercial Contract Drafting and Negotiation in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Contracts and procurement professionals, legal advisors, compliance officers and managers who negotiate or administer agreements.

Course Outline

1. Foundations of Commercial Contract Drafting and Negotiation: principles, terminology and context
2. The business case: why Commercial Contract Drafting and Negotiation matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Durban	**$1,450**
9 to 13 Nov 2026	Accra	**$1,550**
23 to 27 Nov 2026	Online	**$750**
30 Nov to 4 Dec 2026	Lagos	**$1,550**
7 to 11 Dec 2026	Pretoria	**$1,395**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.