



## **Business & Contract Law - Module Overview**

In today's business world, a manager faces potential or actual disputes routinely and contracts are part of every manager's daily life. This module will provide individuals with a proactive approach to dispute resolution, as well as practical skills in contract negotiation and drafting. Specifically, by analyzing cases, the module will emphasize how well-drafted contracts and relevant employee training can help minimize the potential for disputes and how to handle the disputes that do arise.

## **Business & Contract Law - Learning Objectives**

- To gain an understanding of basic contract terminology and implications for business activities
- To improve critical thinking skills for application in practical business activities
- To learn a number of successful strategies and common mistakes from notable legal disputes
- How to evaluate a situation and recognize potential disputes (the legal audit)
- To develop skills in contract negotiation and drafting
- To analyze various dispute resolution methods and applicability to common situations in business

## **Business & Contract Law - Module Topics**

- Basic contract terminology
- Critical thinking and management practices
- Evaluating a situation, minimizing potential disputes, and conducting a legal audit
- Practical contract negotiation
- Dispute resolution methods and applications