

PM4 **MODEL BUSINESS CONTRACTS**

(LOI, Joint Ventures, Employment, Agency, Franchise, Disputes, Attorney, & other models)

(Three Days)

Prof. Michael Furmston

COURSE OBJECTIVES

Most people in business make contracts every day. Often, however, those making contracts have little or no idea of the practical and legal consequences which flow from making the contract.

This course has two major objectives. The first is to introduce the major practical problems involved in the making and performing of modern commercial contracts. The second is to discuss a wide range of such contracts and provide a checklist of terms which should be included.

WHO SHOULD ATTEND

Managers of private or public companies, project team leaders, contract managers, sales managers, lawyers, and any person involved in negotiation and/or administration of such contracts.

COURSE CONTENT

- **Making the Contract:**
 - Requirements.
 - Problems where things are left to be agreed later.
 - Heads of Agreement.
 - Letters of Intent.
 - Problems where more than two parties are involved.
- **Performing the contract:**
 - Disputes about what the contract means.
 - Controls imposed by the court.
- Defective or late Performance by the other party – Can I terminate or withhold my performance?
- Remedies.
- **Dispute Resolution:**
 - Where will disputes be resolved?
 - According to what law?
 - Advantages of providing for Arbitration.

- **Contracts to do business in Alliance with other people:**

- Joint Venture Agreements.
- Partnerships.
- Consortium Agreements.
- Co-Operatives.

- **Contracts for Supply of Goods or Services:**

- Sale Contracts.
- Lease Contracts.
- Services contracts.
- Building Contracts.

- **Contracts for Supply of Goods or Services through Intermediaries:**

- Contracts of Employment.
- Director's Service Agreements.
- Franchise Agreements.
- Distributorships.
- Consultancy Agreements.
- Powers of Attorney.
- Brokers.

- **Questions and Discussion.**

- **Close of Seminar.**

Prof. Michael Furmston

The Lecturer

Professor Michael Furmston became Professor of Law at the University of Bristol in 1978. For 15 years before that he was a Fellow of Lincoln College, Oxford. He was dean of the Faculty of Law at Bristol from 1980 – 1984 and 1995 – 1998, and Pro-Vice-Chancellor of the University from 1986 – 1989. He is the author or editor of many books on contract and commercial law. These include: Cheshire, Fifoot, and Furmston ***Law of Contract*** 13th edition 1996; Beale, Bishop and Furmston ***Cases and Materials on Contract*** 3rd edition 1995; ***Sale and Supply of Goods*** 2nd edition 1996; ***Commercial Law*** 1996; ***Croner's Buying and Selling Law***, and ***Croner's Model Business Contracts***.

He practiced at the Bar and was Counsel in the leading case of *Ruxley v Forsyth*. He is the Director of a consultancy specialising in contract and construction disputes.