

A COMPREHENSIVE APPROACH TO COMMERCIAL CONTRACTS

Wednesday, 12th May 2004, 8.30am to 6.00pm, Orchard Hotel Singapore

In recent years, commercial contracts have taken on larger roles in the business transactions of local companies and companies that are going global to reap the benefits of international trade and commerce. The need to draft and effectively manage profitable contracts is now vital in ensuring that companies are not exposed to severe financial penalties and risk factors. This one-day intensive conference is set to assist business professionals in effectively drafting, negotiating and managing Information Technology, E-commerce and Cross Border contracts. It will also feature a distinguished panel of speakers and workshop facilitators who will provide an in-depth focus on the vital skills necessary in arming yourself against ineffective contractual arrangements and disputes.

Highlights of the Event

- ▶ Get an overview of the latest developments in the Singapore Contract Law
- ▶ Equip yourself with the necessary skills in handling contractual disputes
- ▶ Learn more about the essentials of Electronic Contracts for E-Commerce
- ▶ Workshops to draw on the best practices in drafting Information Technology and Cross-Border contracts
- ▶ Varying perspectives from leading legal firms

Conference Topics

Overview of the Singapore Contract Law
Naina Parwani, Partner
Parwani & Co

- Sources of Singapore Contract Law
- What makes a contract enforceable?
- Breach of contract and remedies available
- Recent developments in Singapore Contract Law

Contractual Dispute Resolution and Mediation
P. Balachandran, Director
Goodwins Law Corporation

- Dispute resolution processes
- Arbitration
- Mediation
- Factors determining choice of dispute resolution process
- Typical contractual provisions

**The Essentials of Electronic Contracts :
5 Things You Need to Know About Using Electronic
Contracts for E-Commerce**
Tham Kok Leong, Partner
Allen & Gledhill

- What are the various forms of electronic contracts?
- Finding the right role and function for electronic contracts in your overall e-commerce strategy
- Ensuring electronic contracts are enforceable
- What are the difficulties for electronic contracts that are posed by the electronic medium?
- Issues affecting the use of electronic contracts in multi-user environments
- Know what laws apply to your electronic contracts

WHO SHOULD ATTEND

- | | | |
|---------------------------------|-----------------------------|---------------------------|
| • Managing Directors & Partners | • Contracts Managers | • Administrative Managers |
| • General Managers | • Financial Controllers | • Operations Managers |
| • CEOs of SMEs | • Human Resource Directors | • In-house Counsels |
| • Business Development Managers | • Human Resource Managers | • Corporate Lawyers |
| • Contracts Directors | • Human Resource Executives | |

Effective Contract Negotiations in a Cross-Cultural Context
Dr Andreas Respondek, Managing Director
Respondek & Fan Pte Ltd

- Importance of cross cultural negotiation skills
- Human decision making process
- Cross cultural communication gaps
- Language and conversational habits
- Cultural sensitivities and differences in the perception of contracts in Asia
- Special look at Joint venture relationships

**Workshop - Best Practices in Drafting Information Technology
Contracts**
Mavis Tan, Partner
Lee & Lee

- What takes place in an IT project
- Types of contracts involved in an IT project
- Key contractual duties
- General contracting practices
- Best contracting practices
- Differences between general and best contracting practices
- Legal considerations and implications

**Workshop – Typical Drafting Mistakes in Cross-Border
Contracts**
Dr. Toh See Kiat, Chairman
Goodwins Law Corporation

- Elements of cross border contracts
- Critical clauses of a cross border contract
- Typical drafting mistakes common in such contracts
- Some tips on avoiding the pitfalls

Participating Companies

Allen & Gledhill
ADVOCATES & SOLICITORS

 **Goodwins**

Parwani & Co
Advocates & Solicitors

