



*Presented by*  
**Falconbury**

# Business and Contract Law

**15-16 September 2025**  
+ 10-11 November 2025

A two-day no-nonsense plain English practical course\* to get to grips with business and contract law for busy business executives.



**Format:**  
Classroom, Live online



**CPD:**  
12 hours for your records



Certificate of completion

# Course overview

**The law and regulations governing business and contract law are increasingly complex and now affect all industries and every type of commercial agreement, from entering into a contract to validity of purchase conditions.**

If you are involved in commercial contracting or dealing with external parties at any level, you need to grasp the practical legal implications of these relationships to ensure you do not expose your organisation to unnecessary risk. You will also need to protect your company from litigation and anticipate legal pitfalls.

This programme combines up-to-date commercial law with practical methods of translating this law into documentation. It identifies and analyses the different types of contract and how the various statutes affect them, ensuring that you fully understand the impact of current legislation and case law, and looks at how Brexit may affect your contracts.

By the end of the course you will be able to recognise and deal confidently with the risks and benefits of commercial contracts.

There will be plenty of time for interaction with the expert trainer and opportunities to network with other delegates, so you can share experiences and get answers to your questions. The practical sessions will help embed the learning to ensure you get the maximum benefits from this course.

## Benefits of attending

By attending this highly practical course you will:

- **Understand** the rules of negotiation and how to develop winning strategies
- **Enhance** your communication skills to secure better outcomes
- **Learn** how to form a binding and enforceable contract
- **Get to grips** with how best to manage contracts
- **Recognise** the implications of The Bribery Act
- **Boost** your knowledge on how to limit risk and resolve disputes that do arise
- **Build** on your understanding of boilerplate clauses

## Who should attend?

This course has been specially designed for all those involved in the negotiation, drafting and management of commercial business contracts, including:

- Commercial managers
- Contracts managers and engineers
- Procurement managers
- Project / bid managers and technical staff
- Finance managers
- Business development managers
- Sales and marketing managers
- Contract administrators, officers and specialists

# Presenter



## **Arun Singh OBE**

**Arun Singh** (Prof) OBE, FRSA is an international lawyer and consultant to an international law firm. He was formerly a partner and head of commercial law at KPMG Legal and partner at Masons (now Pinsent Masons).

Arun has advised on disputes and collaborations in a wide range of jurisdictions including Europe, countries in West and East Africa, India, Bangladesh, China, Hong Kong, Saudi Arabia, UAE, Qatar, Pakistan, Libya, Jordan, Syria, the US, Caribbean, Russia, Israel, Lebanon, Egypt, Thailand and Singapore. Arun is cited and ranked in the Chambers Guide to the world's leading lawyers. He concentrates on international investment, joint ventures, licensing of technology, research and development, M&A, energy, outsourcing and corporate governance in developed and emerging markets; he also handles international legal risk management matters. Arun advises a range of international organisations and is a visiting professor in International Business, Leadership and Negotiations at Salford University Business School, senior associate at Oxford University's Institute of Legal Practice and teaches international leadership and negotiations at the University of Cambridge. He has facilitated programmes in Europe, Asia, the Middle East and the US.

He is a recognised corporate educator and a non-executive director of two international investment companies – one of which is listed on the London Stock Exchange, chairing the Audit Committee and Investment Committee.

He was appointed an OBE by HM the Queen in January 1999 for services to international trade, investment and intercultural management. Arun is an editor and contributor to a number of publications including Business and Contract Law (a Thorogood Special Report) and How to Lead Smart People – Leadership for Professionals (Profile Books), a facilitator for company programmes and an experienced speaker at international corporate conferences.

# Course dates

**15-16 September 2025 Classroom**

London

Course code 14912

GBP **1,199** ~~1,399~~

EUR **1,679** ~~1,959~~

USD **1,927** ~~2,239~~

**Until 11 Aug**

**10-11 November 2025 Live online**

09:30-17:00 **UK (London)** (UTC+00)

Course code 15400

GBP **999** ~~1,199~~

EUR **1,399** ~~1,679~~

USD **1,607** ~~1,919~~

**Until 06 Oct**

## How to book



**Online:**

[ipi.academy/104](https://ipi.academy/104)

Alternatively contact us to book, or if you have any queries:



**Email:**

[info@ipiacademy.com](mailto:info@ipiacademy.com)



**Phone:**

[+44 \(0\)20 7749 4749](tel:+442077494749)

## Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

## Further information

### Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

### Please note

IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

### Terms and conditions

The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit [ipi.academy/content/terms-and-conditions](https://ipi.academy/content/terms-and-conditions)

# Reviews



**It was very helpful to me, and I think I'm more confident after this webinar with the knowledges that I have learned so far. It was very useful.**



**Ardita Sylaj**  
Contract Management Expert  
One Albania  
Dec 4 2024



**The content and presentation were amazing with examples along the way the learning was intense but very well put together.**



**Margaret Chivers**  
Commercial Manager  
Gemini Rail Services  
Sep 12 2024



**The speaker is very knowledgeable, with many examples from experience and fun to speak to. Flawless organization, Customer service is very helpful, accepting all formalities that my company required to pay for the course.**



**Gaukhar Rysbekova**  
Corporate Affairs and Contracts Coordinator  
International Center for Development of Machine Building (IMBC)  
Sep 11 2023



**Amazing speaker and professional**



**Adel Beisembayeva**  
Senior lawyer  
BIGlobal LLP  
Sep 11 2023

## Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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**IPI**  
Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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