

DRAFTING AND INTERPRETING INTERNATIONAL CONTRACTS

Program Director:
Mr. Gregory J. MARSDEN,
Juris Doctor, University of California, Hastings College of the Law,
Professor of Law and Director, Executive LL.M. Program.

http://www.execed.ie.edu/law/international_contracts



*Program conducted in English



ON-LINE PROGRAM

FOR FURTHER INFORMATION, please contact:
IE Law School Executive Education
Pº de la Castellana, 60 - 28046 Madrid
Tel.: 91-745.03.11 / 08 16
Fax: 91-745.03.31
lawschool.execed@ie.edu
www.ie.edu/law/execed / www.ie.edu

INFORMACIÓN GENERAL

APPLICATION PROCESS

Candidates may apply online at www.execed.ie.edu or send the application form that accompanies this information by e-mail to:
marta.urdiales@ie.edu
fax to: +34 91 561 77 68

PROGRAM DATES AND FEES

DRAFTING AND INTERPRETING INTERNATIONAL CONTRACTS

Madrid: From the 30th of November until the 16th of December at IE Law School Executive Education

Fee: € 950

Each program fee covers tuition, course materials, and an extracurricular networking activity.

You will have 10% discount for being Alumni of Master Programs and 30% discount if you are member of the IE Alumni Association. In addition, IE Law School puts a number of tools at your disposal to cover your financial needs, so that you can concentrate your efforts on the admissions process.

Payment is due within 30 days of the invoice date or upon receipt of the invoice if admission is within 30 days prior to the start of the program. Cancellation policies are outlined in the information provided to applicants upon admission.

PONENTE

Mr. Gregory J. MARSDEN,
Juris Doctor, University of California, Hastings College of the Law
Diploma in International Legal Studies, University of the Pacific, McGeorge School of Law
Member of State Bar of California and Ilustre Colegio de Abogados de Madrid
Professional experience in the law firm of José M. Armero
Professor and Director of Executive LLM Program, IE Law School

ENROLLMENT:

Enrollment can be completed:
- By Telephone : 91.745.03.41
- By Fax: 91.745.03.31
- By e-mail: sending your personal details to the following e-mail: incricpciones@ie.edu
- Through our on-line registration form available in our Website:
http://www.execed.ie.edu/law/international_contracts



IE LAW SCHOOL EXECUTIVE EDUCATION

IE Law School Executive Education ofrece formación de primer nivel en el ámbito jurídico, creando un foro único para el entorno legal. Cuenta con una amplia oferta de programas y actividades jurídicas que engloban todas las áreas del derecho y que permiten una actualización que abarca desde el profesional más generalista hasta el que busca la más profunda especialización. Su prestigioso y seleccionado Claustro está involucrado en todas las áreas de conocimiento, y de una manera eminentemente práctica, transmite a los alumnos la mejor experiencia de aprendizaje, que se traduce en un impacto directo en su carrera profesional.

IE LAW SCHOOL EXECUTIVE EDUCATION

The IE Law School's first objective is to develop seminars and programs for the continuing professional education of lawyers with special emphasis on relevant and current legal issues enabling lawyers to practice law more effectively.

Depending on the level of knowledge and professional experience of each student, as well as the different environments and specific conditions in which each one works, attorneys in law offices or companies will find at the IE Law School a number of programs that meet the challenges a lawyer might encounter during his or her career.



ON-LINE PROGRAM

The on-line programs offer the participants the opportunity to continue with their studies without this interfering in their professional schedules and family duties.

Each of the on-line programs has a total duration of 2.5 weeks. The contents of the course are analyzed through a series of practical cases which the students discuss in forums and face to face videoconferences under the guidance of the Program Director.

This combination of face to face videoconferences sessions and asynchronous discussion forums guarantees the quality and excellence shared by all IE Law School Executive Education Programs.

ASYNCHRONOUS DISCUSSION FORUMS

Participants can access asynchronous discussion forums active 24 hours a day through our virtual campus. The topics analyzed are based on real law cases and simulations. This allows students to make written contributions at any time and share the concerns with all other participants. The main benefit of this practice is to foster a highly reflective and analytical debate.

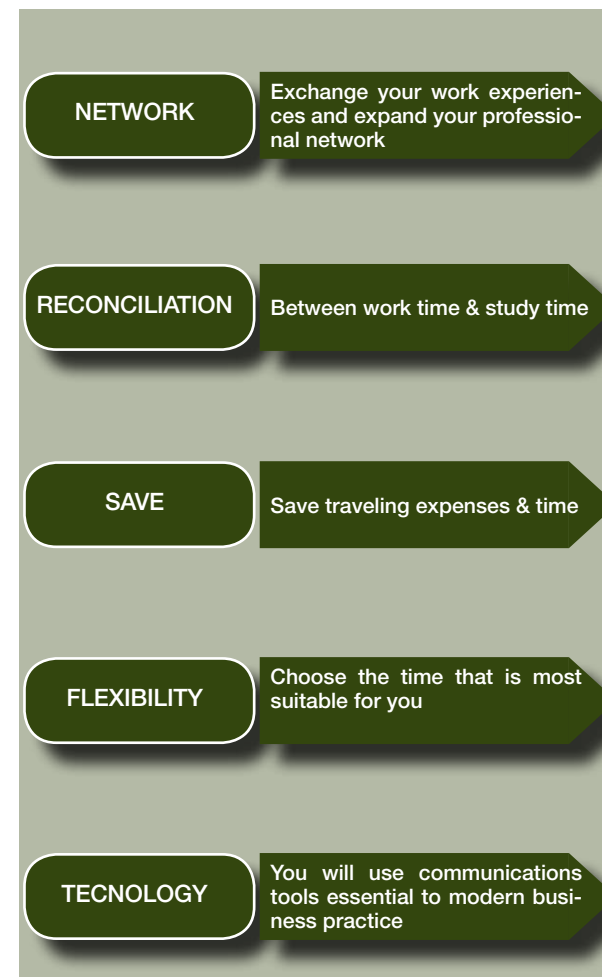
FACE TO FACE VIDEOCONFERENCES SESSIONS

During the program there are two face to face videoconferences sessions. These sessions allow students and professors live participation and interaction. Sessions consist of a mixture of case discussions and theoretical lectures.

ADVANTAGES OF THE ON-LINE PROGRAMS

IE Law School Executive Education On-Line training programs offer participants the opportunity to further their studies without interrupting their work schedule.

IE on-line education is a pioneer in its field with more than 10 years experience success, and international recognition. It has been recognized as number 1 distance learning master in the World by the Economist Intelligence Unit. February 2010.



METHODOLOGY FOR IE LAW SCHOOL EXECUTIVE EDUCATION ON- LINE PROGRAMS

During the program Students must log in every day and do the following:

- Actively participate in the courses activities.
- Study multimedia materials.
- Participate in practical case studies.
- Be part of asynchronous discussion forums with the professor and other students.
- Participate in face to face videoconferences.

Professors provide continuous feedback throughout the program, answering questions, clearing doubts and channeling information towards the resolution of specific cases.

PROGRAM

Drafting and interpreting International Contracts

Duration: 2,5 weeks

Dates: From the 30th of November until the 16th of December

WHO IS THE PROGRAM DESIGNED FOR?

The program is intended for:

- Practicing lawyers who work in an international environment and with multinational clients.
- In-house counsel involved in multinational transactions and international trade.
- Executives and top management who wish to expand their knowledge of legal issues in a global setting
- Entrepreneurs in international commerce and investment and their consultants.

FORMAT

Two live video conferences and two on-line discussion forums. Video conferences will be recorded for viewing at any time during the 2 ½ weeks of the course.

- 1. Video Conference**
Drafting Principles I: Contract structure, organization and building blocks.
- 2. On Line Forum**
Practical Exercise I: Starting with a defective written agreement, participants work in groups to identify problems and establish a coherent structure.
- 3. Video Conference**
Drafting Principles II: Introductory clauses and operational language.
- 4. On Line Forum**
Practical Exercise II: Working in groups, participants will be asked to re-draft certain introductory and operational clauses of the document in order to improve clarity and certainty.

OBJECTIVES

Over a period of 2½ weeks, this course will give us the opportunity to dissect a contract that led to a failed business relationship, as well as an acrimonious and expensive international arbitration. Using this disastrous example, we will focus on learning to recognize and correct some of the most common problems in the drafting of international contracts, as well as to consider how more effective drafting might have prevented all this trouble. Our analysis begins with the importance of structure and organization, as well as the fundamental elements used to express contract rights and duties. Then we shift to specifics of the introductory clauses and operative language. On-line forums will be used for practical exercises in which you will be asked to identify and fix the problems appearing in our sample document, and to submit your work for evaluation and feedback.

