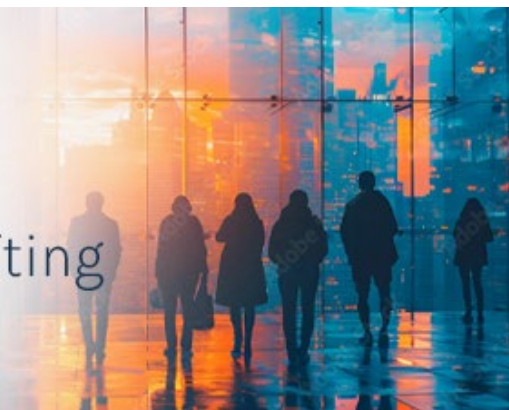


International commercial contracts

Knowledging, negotiating, drafting



THE COURSE PROGRAM

4 lessons – h. 14:00-18:00

20/01/2026

DRAFTING AND NEGOTIATION TECHNIQUES

Why English?

How to successfully write documents in English

How to compose a contract for use in an international transaction

Common pitfalls and errors

27/01/2026

MERGER & ACQUISITION (M&A), PROCESS DEVELOPMENT, NEGOTIATION, DRAFTING

The process of an international acquisition

The acquisition documents from first contact to completion of the purchase and sale
Common pitfalls and errors

03/02/2026

DISTRIBUTION AND AGENCY AGREEMENTS

Distribution agreements

Distribution systems: open, exclusive and selective distribution

Main issues and key clauses in distribution agreements

EU antitrust rules: The Commission Regulation 2022/720 and the Guidelines on vertical agreements

E-commerce and distribution: distributor websites, geo-blocking, platforms and marketplaces

Agency Agreements

Agency and similar relationships

Main issues and key clauses in distribution agreements

EU agency rules: Directive 86/653/ECC and its implementation in member states

Applicable law and dispute resolution: practical tips

10/02/2026

JOINT VENTURE

Joint Venture Agreements

Incorporated and un- incorporated joint venture
From design to implementation and execution: key issues
Contractual structure and joint venture: check list
Incorporation of a JVCo

Joint Venture and Consortium in International Construction Projects

Main conditions, governance and resolution process, protection of minority shareholders
The sharing of responsibilities, profits and losses among partners in a construction international project
Formation of JV/Consortium agreements
Relationship with third parties, joint execution, realization of purpose, termination and way- out clauses

INTERNATIONAL TENDERS

From the issuance of a tender to the signature of a contract

International tendering process for main construction, infrastructures and industrial plants projects
Risk evaluation and management: legal and contractual impact
Engineering, Procurement and Construction (EPC) contract formats (FIDIC, ENAA, ICC)
General Contractor main duties and liabilities
EPC Contract main clauses: negotiation, drafting and execution

Speakers: Laura Furlanetto, Alessia Oddone Wales, Steven Glen Sprague