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COURSE BROCHURE

# Business Contract Formation, Breach and Remedies Training Course

20 – 24 September 2027
Rome

# Business Contract Formation, Breach and Remedies Training Course

**Ref:** 620_22953 **Date:** 20 – 24 September 2027 **Location:** Rome **Fees:** 6200 GBP

Business Contract Formation, Breach and Remedies is a 1-week training course for business managers, sales and procurement staff and commercial executives, in which each participant builds a sales and purchase terms review pack for their trading documents. Quotes, orders and e-mails now create binding deals faster than legal teams can check them, so commercial staff decide daily whether a contract exists and on whose terms. Jupiter Prime Training delivers business contract formation, breach and remedies.

## Why Business Contract Formation, Breach and Remedies Matters Now

Two groups feel the pressure most. Sales teams accept orders through portals, e-mail and electronic signatures, often on the buyer's printed terms rather than their own. Procurement teams face suppliers who resist liability limits and push price changes mid-contract. When a delivery goes wrong, the outcome depends on what was agreed at the start: which terms govern, what was promised and what the injured party can recover. Organisations that control formation and know their remedies settle quickly and keep customers; those that do not fight about whether a contract exists at all. The course places these questions within the contract lifecycle model of World Commerce & Contracting WorldCC.

## Who Gains Most from Business Contract Formation, Breach and Remedies

- Sales staff who issue quotations, accept orders and confirm delivery terms
- Buyers who issue purchase orders and negotiate supplier terms and conditions
- Business managers who approve deals and handle customer or supplier complaints
- Commercial executives who own standard terms and pricing policy
- Credit and finance staff who act when payment terms are broken

A commercial department gains most when sales and procurement staff attend together and agree one approach to standard terms, acceptance and remedies.

## Business Contract Formation, Breach and Remedies Capabilities

Participants learn to see the legal moments inside ordinary trading, from the first quotation to the final remedy, and to act on them without delay.

- Assess whether an exchange of quotes, orders and e-mails has formed a binding contract — sales and buying managers
- Apply battle of the forms principles to decide whose standard terms govern — commercial executives
- Weigh representations against contractual terms when statements prove untrue — negotiators
- Calculate the damages and other remedies available after a breach — finance and claims staff
- Specify limitation of liability and exclusion clauses that are likely to hold — terms owners

## Key Business Contract Formation, Breach and Remedies Terms

- Offer — a definite proposal showing willingness to be bound once the other party accepts it.
- Acceptance — unconditional agreement to every term of an offer, communicated in the way the offer requires.
- Counter-offer — a reply that changes the terms of an offer, rejecting it and making a new proposal.
- Representation — a pre-contract statement of fact that induces a party to enter the contract.
- Repudiatory breach — a breach serious enough to let the innocent party end the contract and claim damages.
- Exclusion clause — a term that removes or limits one party's liability for specified losses.

## Business Contract Formation, Breach and Remedies Day by Day

### Day 1: How Business Contracts Come Into Being

- Essential Elements Of A Contract — Testing Agreement, Consideration And Intention
- Offer Versus Invitation To Treat — Classifying Quotes, Catalogues And Tenders
- Acceptance By Conduct And Electronic Means — Recognising Silent Deals
- Case Studies From Manufacturing And Distribution — Lessons From Disputed Orders
- Letters Of Intent — Deciding When Preliminary Documents Bind

### Day 2: Standard Terms and the Battle of the Forms

- Incorporation Of Standard Terms — Proving Terms Were Properly Notified
- Battle Of The Forms Scenarios — Finding The Last Shot That Governs
- Order Acknowledgement Procedures — Protecting The Seller's Conditions
- Purchase Order Terms — Securing The Buyer's Conditions
- Portal And Click-Through Agreements — Checking What Was Accepted Online

### Day 3: Terms, Representations and Interpretation

- Express And Implied Terms — Identifying Duties Nobody Wrote Down
- Conditions, Warranties And Innominate Terms — Ranking Each Promise
- Misrepresentation Claims — Separating Sales Talk From Statements Of Fact
- Entire Agreement And Non-Reliance Clauses — Limiting Pre-Contract Claims
- Interpretation Of Ambiguous Wording — Predicting How Terms Will Be Read

### Day 4: Breach, Remedies and Liability Limits

- Types Of Breach — Distinguishing Minor Failures From Repudiation
- Damages Assessment — Measuring Expectation Loss And Remoteness
- Mitigation Duties — Reducing Loss After A Breach
- Specific Performance And Price Actions — Choosing Non-Monetary Remedies
- Limitation And Exclusion Clauses — Testing Enforceability And Reasonableness

## Day 5: Practising the Sales and Purchase Terms Review Pack

- Formation Exercise On An E-Mail Order Chain — Applying Offer And Acceptance Tests
- Battle Of The Forms Simulation — Applying Standard Terms Rules
- Late Delivery Breach Scenario — Applying Remedies And Mitigation
- Peer Review Of Liability Clauses — Strengthening Wording Before Use
- Sales And Purchase Terms Review Pack — Presenting The Pack For Challenge

## Applying Business Contract Formation, Breach and Remedies After the Course

- Trace the last three significant orders from quotation to acceptance and record whose standard terms actually governed each one.
- Test the limitation and exclusion clauses in your standard terms against the enforceability checks taught and list the changes needed.

## Business Contract Formation, Breach and Remedies Questions FAQ

### What is business contract formation, breach and remedies, and why does it matter now?

Business contract formation, breach and remedies covers how commercial contracts are made, what their terms mean and what follows when one side fails to perform. It matters now because orders are agreed quickly through e-mail and portals, often on unclear terms.

### Which roles gain most from business contract formation, breach and remedies training?

Business managers, sales and procurement staff and commercial executives gain most, because they make and receive offers every day. Credit and finance staff also benefit when they must decide how to respond to late payment or non-delivery.

### How does business contract formation, breach and remedies training differ from a construction contract law course?

It applies general commercial principles to everyday sales and purchase dealings rather than to major projects. A construction contract law course focuses on delay, defects and standard forms for works; this course covers quotations, orders, standard terms, representations and remedies across trading.

### What do you bring back from business contract formation, breach and remedies training?

You bring back a sales and purchase terms review pack for your own trading documents, covering formation checkpoints, standard terms control, key representations, remedies and liability clauses.

## Business Contract Formation, Breach and Remedies: The Way Forward

The sales and purchase terms review pack first informs whether the organisation's order acknowledgement and purchase order wording needs changing. Sales, buying and finance staff use it whenever a significant order or complaint arises. After its first real dispute, revisit the liability clauses and acceptance steps, because actual cases show where terms were not incorporated or protection was weaker than expected.