

*Webinar on*

# **Winning Contract Disputes: Tips For Drafting, Negotiating And Litigating Contracts**

# Learning Objectives

Key issues to address in the contract,  
including Payment terms  
Defining performance  
Change of management  
Dispute resolution and forum selection

How to respond to claims of breach,  
including-Documentation  
Implementing a litigation hold  
The role of legal counsel  
Termination options

How to win your case before a jury,  
judge or arbitrator, including-Likely  
claims and defenses  
Discovery in contract cases  
Using expert witnesses  
Winning at trial

In this webinar, you'll learn how to negotiate key contract terms to prevent contract disputes and how to respond when a contract dispute does arise.

**PRESENTED BY:**

*Mark Henriques has litigated contract cases for 27 years and brings a practical, litigation-oriented approach to drafting and negotiating contracts. Mark is a skilled trial lawyer who has successfully handled and tried cases in a variety of contexts ranging from breach of contract to class actions. His areas of focus include technology, construction, manufacturing, and real estate disputes.*

On-Demand Webinar

Duration : 90 Minutes

Price: \$200

# Webinar Description

In this practical webinar, you'll learn how to negotiate key contract terms to prevent contract disputes and how to respond when a contract dispute does arise. You'll learn how to respond to claims that a contract has been breached when to formally terminate the contact, and the claims, defenses, and strategies to consider when litigating or arbitrating contract cases.



# Who Should Attend ?

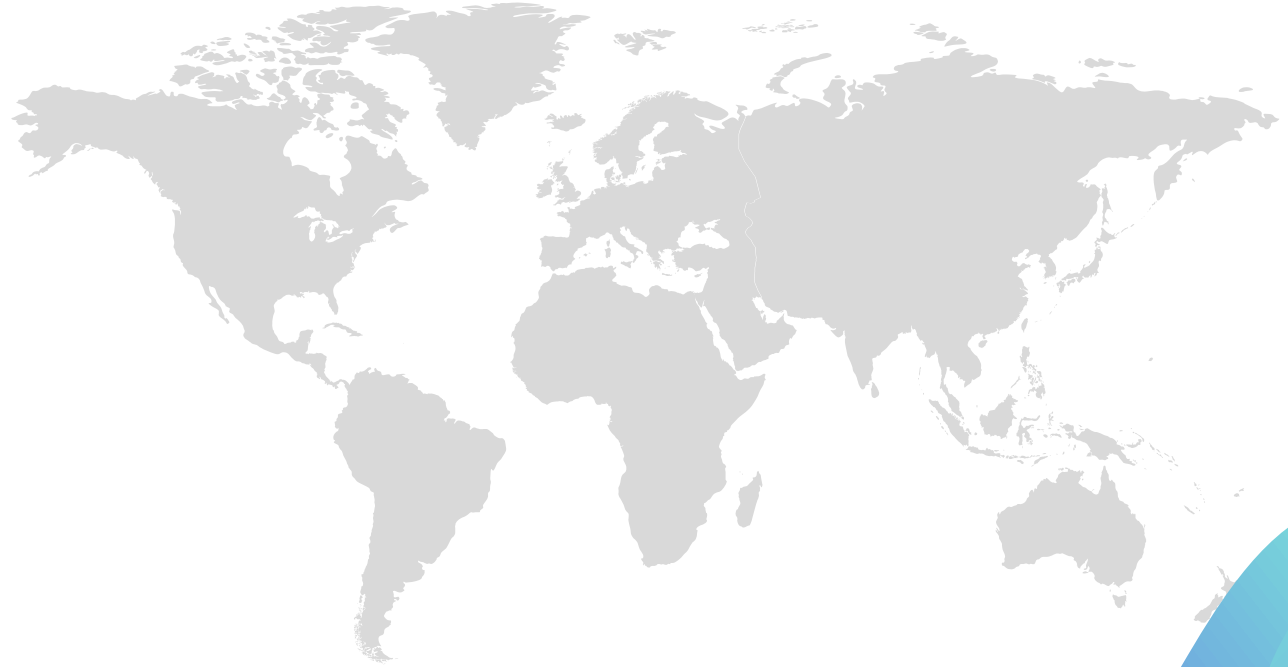
*General Counsel, Contracts Counsel,  
Contract Administrators*



# Why Should Attend ?

*Contracts are the lifeblood of any business. Do you know how to draft contracts to protect your business interest? What pricing terms make the most sense? What are dispute resolution procedures best for your business? What happens when a contract dispute arises?*

*This webinar will answer these questions.*



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