

*Webinar on*

# **Winning Contact Disputes**

# 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 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.

**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 partner with Womble Bond Dickinson, a transatlantic firm with over 1000 attorneys, where he has practiced since 1991.*

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

# Webinar Description

Learn practical contracting do's and don'ts from an experienced litigator. This webinar will discuss keys to pre-contract diligence, negotiating key terms, and vague performance language. The listener will also learn what to do when the relationship sours and the dispute seems headed for litigation.

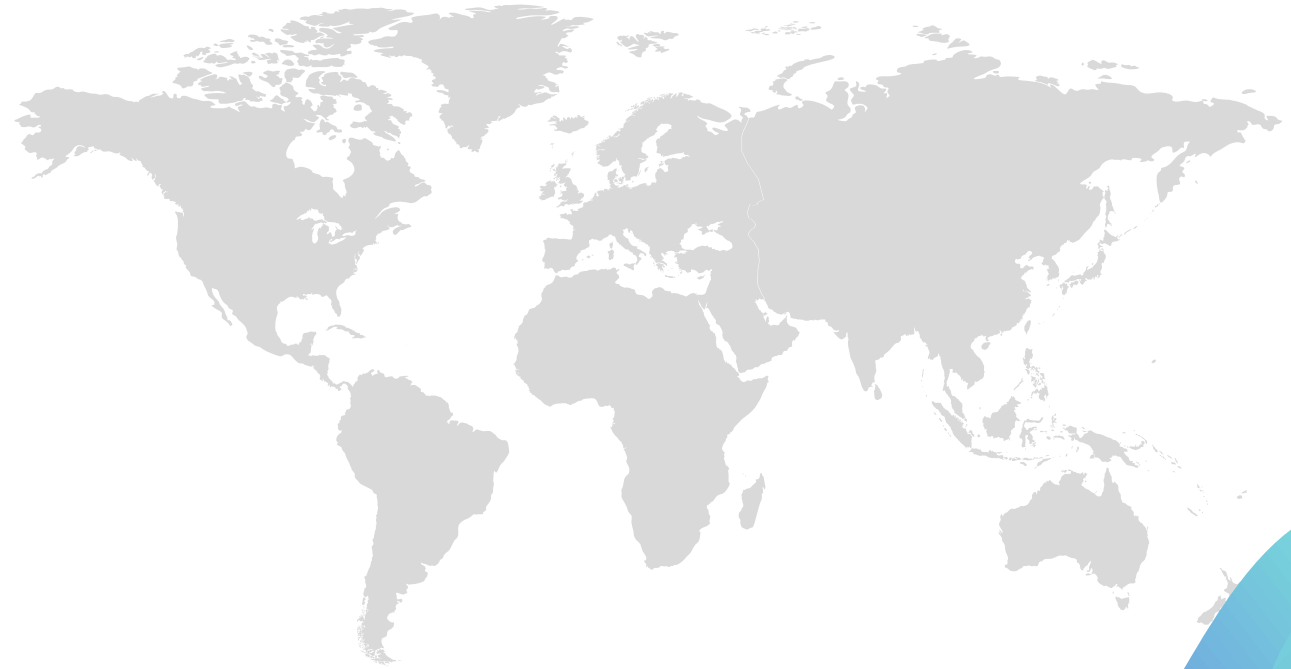


# Who Should Attend ?

*General Counsel*

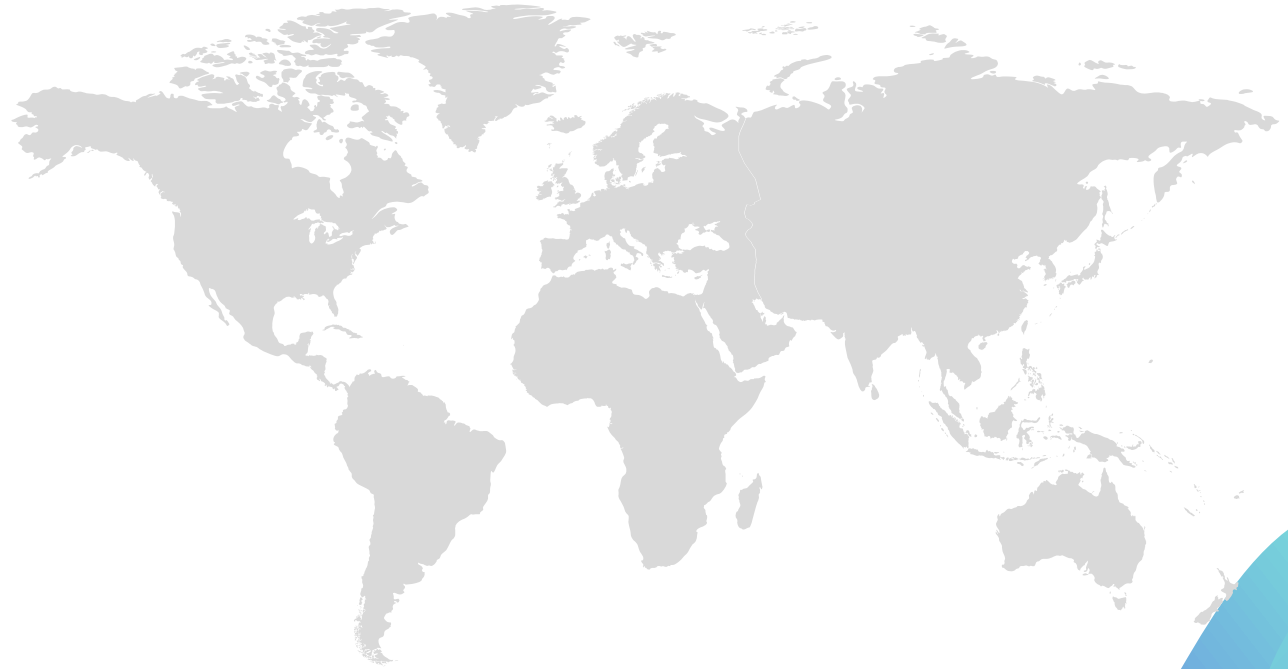
*Senior Counsel*

*Contract Managers*



# Why Should Attend ?

*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 contract, and the claims, defenses, and strategies to consider when litigating or arbitrating contract cases.*



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