

Course Outline
DEVELOPING CONTRACTS WITH CONFIDENCE®
A SEMINAR PRESENTED BY NORBERT J. ORE

Introduction to Contracts

- Objectives in writing contracts
- Exploding myths about attorneys - contracts - and the law
- Contracts that need to be in writing (Statute of Frauds)
- Primary objectives of a written contract
- Sources of contractual problems?

Defining the Business Agreement

- Terms and conditions
- Execution
- Changes in law

Contract Formats and Analysis of Contract Articles

Working with Attorneys

What Happens When Parties Fail to Perform

- Conflict Management
- Dispute Resolution
- Arbitration

Case Studies

Contract Administration

Leases

Developing Contracts with Confidence® is a seminar presented by Norbert J. Ore. This seminar has been well received throughout North America. Its main focus is on improved understanding of the contract writing process and the opportunities that contract negotiation. This is a hands-on seminar with cases designed to illustrate the concepts.