CONCEPT

Commercial Arbitration and Dispute Resolution Course: Clauses, Proceedings and Awards

9 – 13 August 2027
Paris - Right Bank business hotel



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Commercial Arbitration and Dispute Resolution: Clauses, Proceedings and Awards is a 1-week course for contract, claims, commercial and in-house legal managers, in which participants build a Dispute Resolution Clause and Case Strategy Pack. The organisation gains managers who can choose the right route for a contract dispute, draft clauses that work and protect the value of an award. CoreConcept Training Center delivers this commercial arbitration and dispute resolution course.

Introduction

Many commercial disputes become expensive because of decisions taken long before any hearing: a vague escalation clause, an unworkable seat, an arbitration agreement that a court later questions, or an award that cannot be enforced where the counterparty holds assets. This course gives managers who already administer contracts, handle claims or advise on commercial terms a working command of the whole dispute resolution spectrum, from negotiation and mediation to expert determination, dispute boards and arbitration. Teaching proceeds through case studies drawn from supply, construction, technology and services contracts.

Course Objectives

- Select the dispute resolution route that fits a contract's value, relationship, urgency and enforcement needs
- Draft arbitration agreements and tiered dispute resolution clauses with clear triggers, timelines and interim relief carve-outs
- Compare institutional rules and expedited procedures to set a proportionate procedural strategy for a claim
- Coordinate the internal team, documents and witnesses through the main stages of an arbitration
- Assess an award's exposure to setting aside and to refusal of recognition before relying on it
- Produce a Dispute Resolution Clause and Case Strategy Pack for a live or recent contract

Target Audience

- Contract managers responsible for administering commercial agreements and their dispute provisions
- Claims managers responsible for preparing, valuing and escalating contractual claims
- Commercial and project managers responsible for counterparty relationships on high-value contracts
- In-house counsel responsible for advising business units on dispute clauses and instructing external lawyers
- Procurement managers responsible for negotiating standard terms with suppliers and contractors

Course Outline

Day 1: The Dispute Resolution Spectrum and Forum Choice

- Claims Versus Disputes Escalation Map for Commercial Contracts
- Interest-Based Negotiation Methods for Early Commercial Settlement
- Mediation, Expert Determination and Adjudication Method Comparison
- ICC Dispute Board Rules for Long-Term Contracts
- Forum Selection Matrix Weighing Cost, Speed and Enforceability

Day 2: Drafting Dispute Resolution Clauses

- Arbitration Agreement Essentials Covering Seat, Rules and Language
- ICC, LCIA and UNCITRAL Standard Clause Comparison
- Tiered Clause Drafting With Condition Precedent and Triggers
- Interim Relief Carve-Outs and Emergency Arbitrator Provisions
- Pathological Clause Review Using a Defect Checklist

Day 3: Arbitral Proceedings in Practice

- UNCITRAL Arbitration Rules for Ad Hoc Proceedings
- Tribunal Constitution and Arbitrator Disclosure Checks
- Expedited Procedure Provisions Under ICC and UNCITRAL Rules
- Early Determination of Manifestly Meritless Claims and Defences
- Procedural Timetable, Document Production and Witness Evidence Planning

Day 4: Awards, Challenge and Enforcement

- UNCITRAL Model Law Article 34 Setting Aside Grounds
- New York Convention Article II Stay of Court Proceedings
- New York Convention Article V Refusal Grounds Analysis
- Award Form, Reasons and Enforceability Risk Review
- Cross-Border Enforcement of Mediated Settlement Agreements

Day 5: Case Study Practice and the Strategy Pack

- Supply Contract Case Study Applying the Forum Selection Matrix
- Construction Joint Venture Case Study Testing Tiered Clauses
- Technology Services Case Study Mapping Award Enforcement Risks
- Dispute Cost Budget and Settlement Decision Tree
- Dispute Resolution Clause and Case Strategy Pack Completion

Skills You Will Gain

- Dispute Forum Selection
- Arbitration Clause Drafting
- Tiered Escalation Design
- Arbitral Procedure Coordination
- Award Enforceability Assessment
- Dispute Cost Budgeting
- Settlement Option Analysis

Why Attend This Course

- Deliver a Dispute Resolution Clause and Case Strategy Pack to the head of legal or commercial director for approval of clause positions and case handling.
- Decide, with a documented rationale, whether a dispute should be negotiated, mediated, referred to an expert or a dispute board, or taken to arbitration.
- Avoid defective clauses, missed escalation steps and unenforceable awards that add months of delay and legal cost to a claim.
- Share the forum selection matrix and clause checklist with contract and procurement colleagues to set a consistent standard across the unit.

Conclusion

Once the participant is back, the legal and commercial functions can use the Dispute Resolution Clause and Case Strategy Pack to approve clause positions in new contracts and to decide how a current dispute should be handled. Contract owners apply the forum selection matrix at tender and renewal, while counsel uses the enforcement risk review before committing budget to proceedings. After its first use, the unit should review whether the chosen route, the clause wording and the cost budget held up, and update the pack accordingly.

Nomination FAQs

Which roles should an organisation nominate for commercial arbitration and dispute resolution training?

Organisations should nominate contract, claims, commercial, project and procurement managers, together with in-house counsel who advise business units on dispute clauses. The course suits those who shape contract terms and handle disputes, rather than specialist arbitration advocates.

What should nominees already do before commercial arbitration and dispute resolution training?

Nominees should already administer or negotiate commercial contracts, prepare or respond to claims, or advise on contract terms. Prior arbitration experience is not required, but familiarity with contract structures and change or claim procedures is expected.

What does the organisation receive from commercial arbitration and dispute resolution training?

The organisation receives a Dispute Resolution Clause and Case Strategy Pack built on a real or recent contract, with a forum selection matrix, reviewed clause wording, a procedural strategy and an award enforcement risk review.

Which international instruments does commercial arbitration and dispute resolution training follow?

The course follows the UNCITRAL Model Law on International Commercial Arbitration, the New York Convention, the UNCITRAL Arbitration Rules and the ICC and LCIA rules, with the ICC Dispute Board Rules for long-term contracts.