

Winning Contract Disputes: Tips for Drafting, Negotiating and Litigating Contracts

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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.

AREAS COVERED IN THIS WEBINAR

- 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 defences
 - Discovery in contract cases
 - Using expert witnesses
 - Winning at trial

WHY SHOULD YOU 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, defences, and strategies to consider when litigating or arbitrating contract cases.

INSTRUCTOR PROFILE

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. 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. He has experience in state and federal court in both North and South Carolina. Mark has successfully handled numerous trials, arbitrations, and mediations. Mark has served as the first chair in more than eight jury trials, five of which lasted a week or more. He has successfully argued cases before the Fourth Circuit Court of Appeals and the North Carolina Court of Appeals. His areas of focus include technology, construction, manufacturing, and real estate disputes.

MARK HENRIQUES



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