



**Course number: WRM 10920**  
**Contract Drafting / Contract**  
**Negotiation**  
**Study Level: Master / Graduate**

**Dr. Kerstin Kern**  
**Language of Instruction: English**  
**ECTS Credits: 5**

### **Objectives and Contents:**

Students will have gained proficiency in understanding the impact of proper contract drafting relative to business transactions and risk. Understanding the business metrics of a deal is a key for a contract writer to translate business concepts into understandable contract language. Students will train and explore the impact of good contract writing with numerous examples, while keeping an eye on the interaction with applicable law.

As a result of lectures and exercises, students will find themselves well trained to negotiate a contract even in the event that they are not identical with the author of the contract. Students will have gained skills in interpreting contract language, translating business into legal concepts and subsequently defend an interest via the means of a contract. A key qualification is also diligence in understanding contract language and explaining the importance of precise drafting to business clients while managing their expectations to close a deal.

### **Assessment:**

Assessment of this course is based on a case study and the respective presentation (incl. preparation of relevant documents, e. g. draft agreements, sample clauses, handout, presentation etc.).