

TRADE LAW

SKILLS FOR THE GLOBAL LAWYER

BUSINESS CONTRACT DRAFTING AND TRANSACTIONAL PRACTICE (PRIVATE M&A)

26 APRIL – 7 MAY 2027
TURIN, ITALY

Information Note

International Labour Organization

ITC International Training Centre

In a world where legal systems are increasingly interconnected, the ability to draft accurate contracts and navigate complex negotiations is a critical skill for legal professionals. The Skills for the Global Lawyer programme is an intensive two-week, in-person course that offers participants the opportunity to refine their expertise in legal drafting, transactional practice, and negotiation within an international framework.

This course stands out for its practical focus, combining interactive lectures, hands-on drafting exercises, and realistic negotiation simulations. Participants will gain an in-depth understanding of drafting techniques, with particular attention to the use of plain English, as well as strategies to address systemic legal differences. The curriculum also includes comprehensive sessions on private M&A transactions, exploring their legal and commercial dimensions.

Held at the ITCILO Campus in Turin, this programme provides an ideal environment for collaboration and professional growth. Participants will have the chance to connect with leading experts and peers from diverse backgrounds, exchanging ideas and perspectives in a supportive setting. The course is designed to help professionals sharpen their skills and confidently address the challenges of a global legal landscape.

By the end of the programme, participants will be equipped with a versatile set of tools and practical insights, enabling them to make a tangible impact in their field.

WHO SHOULD PARTICIPATE IN THIS COURSE?

This course is tailored for:

- Legal professionals, consultants, and managers working in international trade law or cross-border legal practice.
- Senior representatives from government agencies, private enterprises, international organisations, and NGOs.
- Specialists in corporate legal affairs, public sector law, or academia seeking to enhance their expertise in drafting and transactional practice.

LEARNING OBJECTIVES

Participants will:

- Master the art of drafting contracts tailored for cross-border transactions.
- Understand the implications of systemic legal differences in corporate and compliance drafting.
- Develop proficiency in using plain English to improve clarity and precision in legal documents.
- Gain practical knowledge of private M&A transactions, including deal structuring and agreement drafting.
- Strengthen negotiation capabilities through realistic exercises and case studies.

KEY FEATURES

MODERN METHODS

Learn by doing, through case studies, workshops, and group exercises

INSPIRING DISCUSSIONS

Exchange ideas with international students and faculty

HIGH-LEVEL RESOURCES

Teaching and guidance from leading scholars, trade experts, lawyers, legal counsels, officers

METHODOLOGY

This intensive two-week course demands full attendance and active participation. Classes run from Monday to Friday, offering a combination of theoretical input, practical case studies, and collaborative exercises. Participants will benefit from the guidance and expertise of experienced coordinators and tutors, ensuring a well-rounded and immersive learning experience.

HOW TO APPLY AND CONDITIONS OF PARTICIPATION

Applications must be submitted online via https://oarf2.itcilo.org/STF/A9020148/en by **11 April 2027**.

The participation fee, excluding international travel costs, is **EUR 4,635** (tuition EUR 2,785 + subsistence EUR 1,850), payable in advance by the participant or their sponsoring organisation. This fee covers tuition, access to the eCampus platform, use of training facilities and support services, course materials, accommodation and full board at the Centre's Campus, and emergency m edical insurance.

ADDITIONAL INFORMATION

- **Language:** The course will be conducted in English.
- **Certificate:** Participants will receive an ITCILO Certificate of Participation upon successful completion.
- **Contact:** For further details, please contact tradelaw@itcilo.org.

This course goes beyond theoretical learning, offering participants the chance to develop practical skills that are directly applicable to their professional activities. By addressing the complexities of international legal practice, from drafting cross-border contracts to negotiating high-stakes deals, this programme equips participants with the confidence and expertise needed to excel in today's legal landscape. Join us in Turin to expand your skills, broaden your network, and take your career to the next level.

CAMPUS LIFE

A THRIVING UNITED NATIONS CAMPUS AND COMMUNITY OF PROFESSIONAL PEOPLE FROM AROUND THE WORLD

- **Three organizations** from the United Nations system on campus
- **More than 300 training courses** and activities in a stimulating international environment
- **Thousands of participants** from all over the world

ENVIRONMENT AND SURROUNDINGS

Grab a campus bicycle and explore the Turin Centre. Located in a leafy park on the banks of the Po River, it's a great place for study and collaboration. Experience innovative learning and training methods in modern classrooms equipped with simultaneous translation services.

HOUSING, DINING, AND MORE

Comprising more than 280 private dormitories, the **Turin Campus provides a broad range of services for course participants and partners** including a free-flow restaurant, travel agency, laundromat, post office, gym, medical services and a reception desk open 24/7.

COMMUNITY ENGAGEMENT AND DIVERSITY

Participants can enjoy social events organized by the Turin Centre as well as by their course facilitators. Whether on or off campus, people from different cultural backgrounds have the opportunity to listen to live music together, cook and share traditional foods, or team up to play games and network.

WITHDRAWAL, CANCELLATION POLICY, AND REFUNDS FOR OPEN COURSES

If an enrolled participant wishes or must withdraw from a course, they may choose to apply to a different course or be substituted by another candidate. The participant must notify the Centre, in writing, of their decision at least 14 days prior to the start date of the course. Cancellation of participation in regular courses will result in the following penalties:

- 14 days or more prior to the start date of the course: No penalty, 100% refund of amount paid less applicable bank charges
- 8 to 13 days prior to the start date of the course: Penalty of 50% of course price, refund of residual amount paid (if any) less applicable bank charges
- 7 days or less prior to the start date of the course: Penalty of 100% of course price.

INFO

FOR FURTHER INFORMATION PLEASE CONTACT

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