

Postgraduate Certificate International Contractual Legal Advice for Companies





Postgraduate Certificate International Contractual Legal Advice for Companies

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University graduates who have previously completed any of the degrees in the field of Business and Economic Sciences

Website: www.techtute.com/us/school-of-business/postgraduate-certificate/international-contractual-legal-advice-companies

Index

01

Welcome

p. 4

02

Why Study at TECH?

p. 6

03

Why Our Program?

p. 10

04

Objectives

p. 14

05

Structure and Content

p. 18

06

Methodology

p. 24

07

Our Students' Profiles

p. 32

08

Impact on Your Career

p. 36

09

Benefits for Your Company

p. 40

10

Certificate

p. 44

01

Welcome

The international practice of law has become a widespread labor demand in the market, especially in relation to legal advice specializing in the contractual field. That is why the professional who wants to stand out in this sector must know in detail the rights and duties of the parties involved, as well as the legislative framework that governs the activity of the entity of which they will be a part. For this they can count on this 100% online program. It is an academic experience adapted to the current requirements of the sector in which 150 hours of the best theoretical, practical and additional content have been included. Thanks to this, the graduate will be able to master their skills in international recruitment and include in their resume an academic experience that will undoubtedly mark a before and after in their professional career.



Postgraduate Certificate in International Contractual Legal Advice for Companies
TECH Technological University



“

By choosing this program from TECH you will be betting on an academic experience that will elevate your talent for legal counsel to the highest level of professionalism in the contract industry”

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University



Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000

executives prepared each year

+200

different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500

collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the *Relearning* methodology (the most internationally recognized postgraduate learning methodology) with Harvard Business School case studies. A complex balance of traditional and state-of-the-art methods, within the most demanding academic framework.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"

03

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

01

A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of students achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06

Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.

07

Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08

You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to study with a team of world-renowned teachers.

04 Objectives

The objective of this Postgraduate Certificate is none other than to provide the graduate with all the information they need to become a professional versed in international legal advice, more specifically in the contractual field. For this reason, it has selected the best material, as well as the most effective academic tools to facilitate the student's acquisition of knowledge. In this way, they will be able to implement to their resume the professional skills of a true expert in the sector through a 100% online education.



“

If your professional goals include mastering the best strategies for the creation of companies and the merger of entities, enroll in this program, because with it you will achieve it”

**TECH makes the goals of their students their own goals too.
Working together to achieve them.**

This **Postgraduate Certificate in International Contractual Legal Advice for Companies** will enable students to:

01

Distinguish the rules applicable to international relations, knowing the different ways to expand a company internationally

02

Solve problems in the process of internationalization of a company

03

Delve into the installation of companies abroad





04

Master the general regime of international contracting

05

Gain an in-depth knowledge of international distribution contracts

06

Know the instruments of international financing

05

Structure and Content

TECH presents this Postgraduate Certificate as a unique opportunity through which the graduate will be able to learn in detail the latest developments in international legal advice specializing in the contractual field. Thanks to its convenient 100% online format, they will not have to worry about schedules or on-site classes, but will be able to adapt the course to their absolute availability. This will allow them to invest time in improving their professional skills without neglecting their work responsibilities.



“

You will have access to 150 hours of the best varied content, including additional readings and research articles to delve deeper into each section of the syllabus”

Syllabus

Foreign investments, installation of companies abroad, management of the general regime of international contracting, control of guarantees, means of collection and payments between companies from different parts of the world. All these sections have been included in this very complete program. TECH has developed its syllabus based on the recommendations of a group of experts in international contractual legal advice in the business sector.

Thanks to their criteria and the use of the most effective and innovative teaching methodology, it has been possible to create an academic experience through which the graduate will be able to acquire a broad and specialized knowledge of international contracting and its intricacies, being able to implement the mastery of the main strategies and guidance and administrative techniques to the catalog of their work skills.

This is a 100% online academic experience that includes 150 hours of the best theoretical, practical and additional material, with which the student can delve in a personalized way in aspects of the syllabus such as the creation of companies, the merger of international entities or the resolution of conflicts in international contracting.

In addition, including this qualification in their resume will allow them to distinguish themselves as a professional versed in the area, an aspect that can be used as a bonus in any personnel selection process. It is, therefore, a unique opportunity to make a qualitative leap in their career and opt for a significant job and salary improvement.

This Postgraduate Certificate in is developed over 6 weeks and is divided into 1 module:

Module 1

International Contracting



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in International Contractual Legal Advice for Companies in a totally online way. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

Module 1. International Contracting

1.1. Introduction to International Contracting Relevant Regulations and Institutions in International Trade

- 1.1.1. GATT
- 1.1.2. WTO
- 1.1.3. OECD

- 1.1.4. EU
- 1.1.5. Mercosur

- 1.1.6. UN
 - 1.1.6.1. Codification of International Commercial Law
- 1.1.7. Paris International Chamber of Commerce
- 1.1.8. UNIDROIT

- 1.1.9. Spanish Legal Regime of Foreign Trade
 - 1.1.9.1. Customs Regime
 - 1.1.9.2. Legal Scope of Exports and Imports
 - 1.1.9.3. Exchange Control
 - 1.1.9.4. Foreign Investments

1.2. Establishment of Companies Abroad and Subjects of International Contracting

- 1.2.1. Foreign Entrepreneur
- 1.2.2. Foreign Entrepreneur as a Legal Entity
 - 1.2.2.1. Capital Companies
 - 1.2.2.2. Multinational Companies
 - 1.2.2.3. International Companies
 - 1.2.2.4. Joint Ventures

- 1.2.3. Scope of Partnerships at the International Level
 - 1.2.3.1. European Framework
 - 1.2.3.2. Company Formation
 - 1.2.3.3. International Merger

1.3. The General Regime of International Contracting

- 1.3.1. Legal Basis for International Contracting
- 1.3.2. Regulations Applicable to Contractual Obligations in the European Framework
- 1.3.3. Legal Regime of the Civil Code

1.4. International Terms of Trade (Incoterms). International Sale and Purchase of Goods

- 1.4.1. International Sale and Purchase of Goods
- 1.4.2. Countertrade
- 1.4.3. Incoterms

1.5. International Distribution Contracts and Collaboration Agreements

- 1.5.1. Introduction
- 1.5.2. Commercial Agency Agreement
- 1.5.3. Commercial Concession Contract
- 1.5.4. Franchise Agreement

1.6. Industrial Property Contracts and Electronic Contracting

- 1.6.1. Industrial Property Rights
- 1.6.2. Electronic Contracting
 - 1.6.2.1. International IT Contracts and the New Smart Contracts Based on Blockchain Technology
 - 1.6.2.2. IT Contracts Using Electronic Money, Virtual Currency and Cryptocurrencies

1.7. Guarantees, Means of Payment and International Payments

- 1.7.1. Types of Guarantees
- 1.7.2. Legal Regime
- 1.7.3. Means of Payment and International Payments
 - 1.7.3.1. Features and Types
 - 1.7.3.2. Check
 - 1.7.3.3. Cross-Border Bank Transfers and Payment Orders
 - 1.7.3.4. Remittances
 - 1.7.3.5. Documentary Credit
 - 1.7.3.6. Cryptocurrencies and Exchange Companies

1.8. International Financing Instruments. Introduction to Export Support Instruments

- 1.8.1. International Financing Contracts
 - 1.8.1.1. Factoring
 - 1.8.1.2. Leasing
 - 1.8.1.3. Forfaiting

- 1.8.2. Foreign Exchange Risk
 - 1.8.2.1. Introduction to Exchange Rate Risk
 - 1.8.2.2. International Financing Hedging
 - 1.8.2.3. Foreign Exchange Forwards and Currency Options
 - 1.8.2.4. Swaps

1.9. Dispute Resolution in International Contracting

- 1.9.1. State Jurisdictional Bodies
- 1.9.2. Competent Courts
- 1.9.3. Alternative Resolutions
- 1.9.4. Judgment, Execution and Enforcement

1.10. International Arbitration Bodies

- 1.10.1. Introduction
- 1.10.2. Procedure
- 1.10.3. Award
- 1.10.4. Enforcement and Application of Arbitration Awards with Respect to Contracting



“

Thanks to the specialized knowledge you will acquire with this program, you will be able to include among your skills the orientation to carry out successful foreign investments”

06

Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”



This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

Our Students' Profiles

This Postgraduate Certificate is aimed at university graduates and graduates who have previously completed any of the following degrees in the field of economics, business and finances. It also offers tools to understand and be able to manage with fluency international contractual legal advice for companies.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

Professionals who, being university graduates in any area, have 2 years of work experience in the administrative and consulting sector, may also take the Postgraduate Certificate.





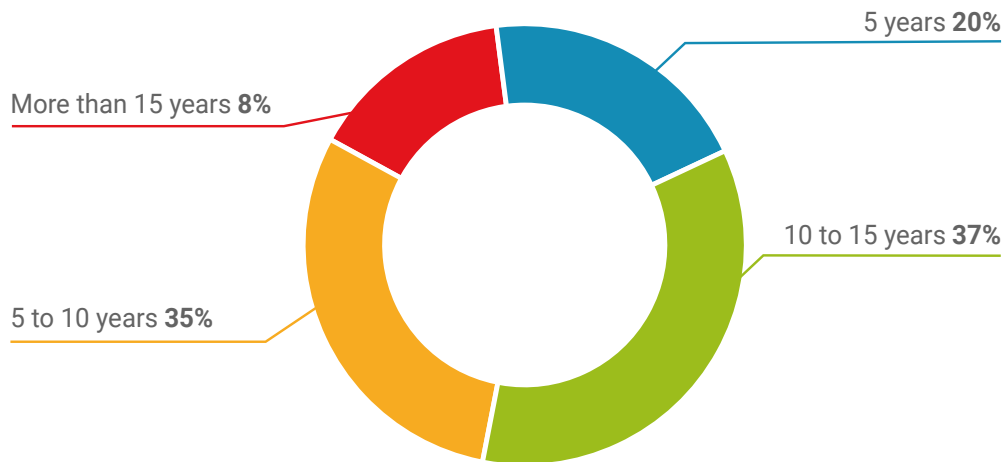
“

A significant plus that will make your professional profile stand out from the rest”

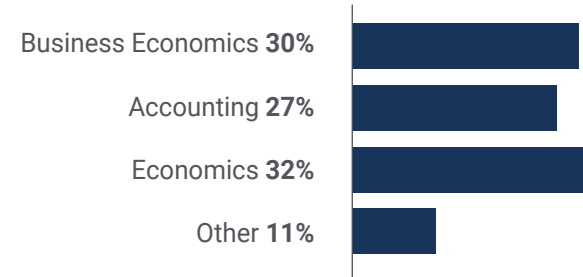
Average Age

Between **35** and **45** years old

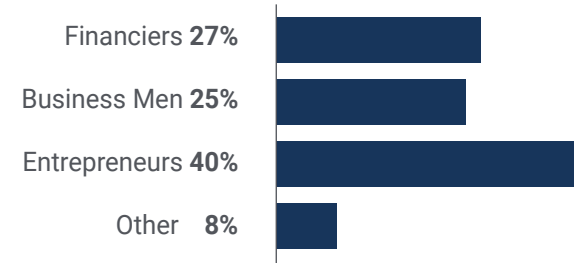
Years of Experience



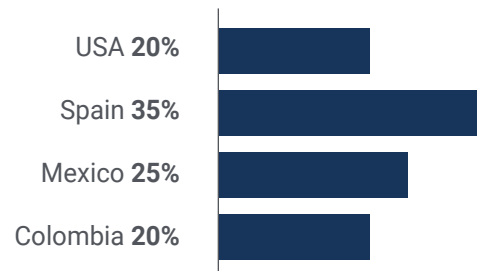
Training



Educational Profile



Geographical Distribution



Nereida Palenzuela

Senior Technician in Contractual Legal Counseling

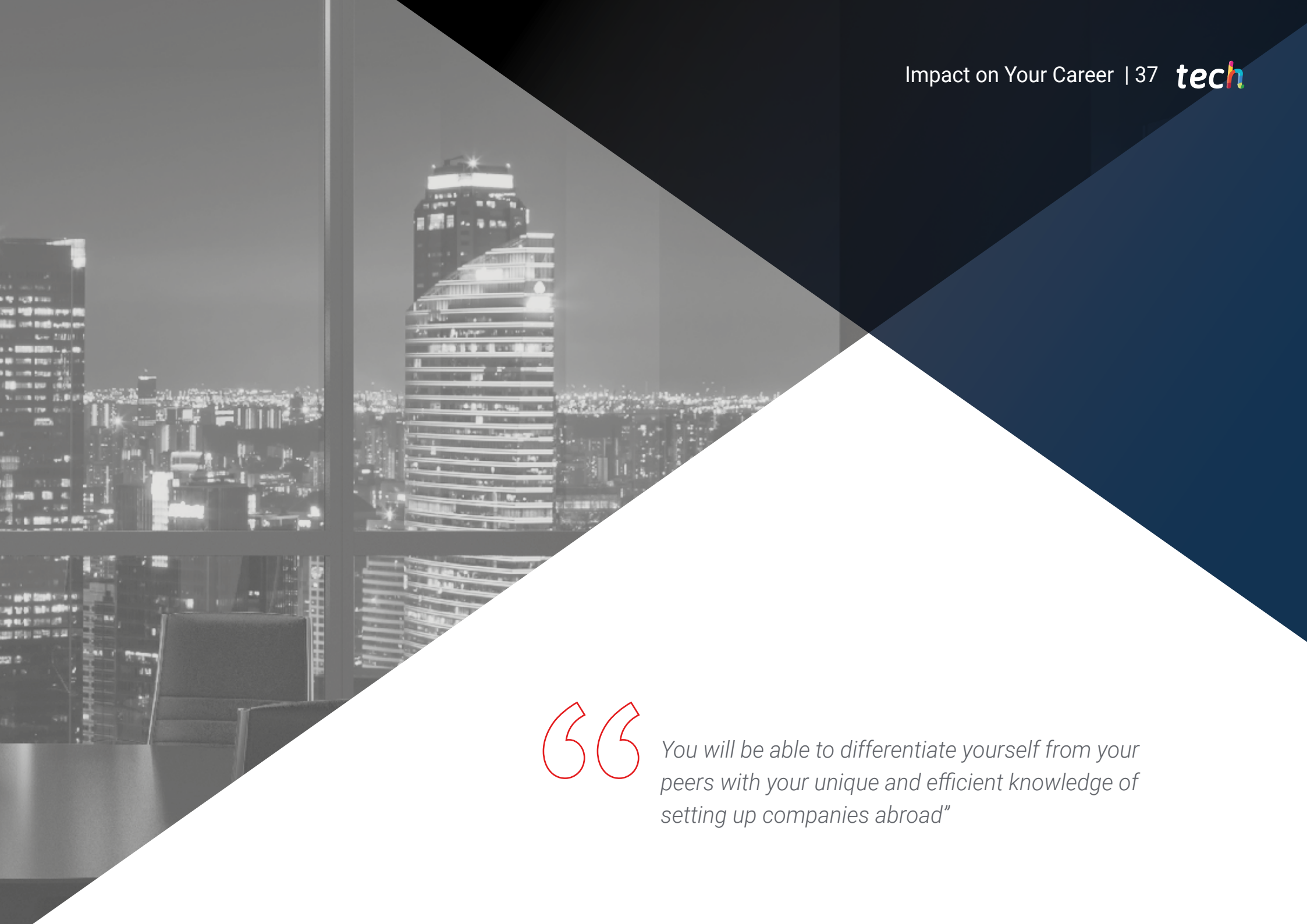
"I had been working for the same consultancy for 7 years and I felt I needed to aspire to more. One day, searching for courses online I discovered TECH and this program especially caught my attention. Now I know how lucky I was, because in less than 6 weeks I was able to specialize in a field that I was passionate about within the area of legal advice: international contracting. Thanks to the specificity of the contents that TECH has included in this Postgraduate Certificate, I was able to acquire specialized knowledge about management tools and the drafting of contractual agreements for companies in different geographical locations. Undoubtedly, a plus that helped me to get, months later, the job of my dreams"

08

Impact on Your Career

The field of legal counseling is constantly changing, especially in the international context. For this reason, professionals who are concerned about updating their knowledge in this field will have more options to enter the labor market. In addition, the exhaustive handling of aspects such as the general regime of international contracting or the management of guarantees, means of collection and payments are skills in great demand in the current legal-contractual sector, something in which the graduate will be able to work with this Postgraduate Certificate.





“

You will be able to differentiate yourself from your peers with your unique and efficient knowledge of setting up companies abroad”

Are you ready to take the leap? Excellent professional development awaits you.

TECH's Postgraduate Certificate in International Contractual Legal Advice for Companies is an intensive program that prepares you to face challenges and business decisions in the environment of the organization you are part of. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve, make a positive change at a professional level and network with the best, then this is the place for you.

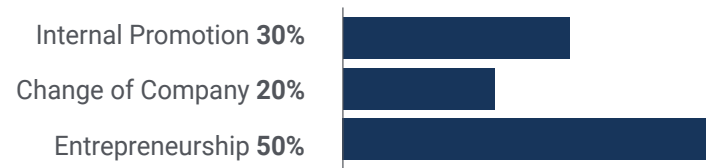
If you are aware that your professional career needs a change, choose a program that guarantees you a considerable qualitative leap in line with your requirements.

A perfect academic option to specialize in legal counseling through a program that includes the latest and most detailed information on international contracting.

Time of Change



Type of change



Salary increase

The completion of this program represents a salary increase of more than **25.3%** for our students.



09

Benefits for Your Company

This Postgraduate Certificate has been designed taking into account the needs of companies. For this reason, the professional who is qualified with it will acquire a series of skills that will allow the entity to grow considerably based on the application of the most effective legal and contractual strategies. Thanks to this, they will be able to take on more complex and specialized projects, guaranteeing their success through specific and specialized planning for each case.



“

Any company that has in its staff a graduate qualified through this Postgraduate Certificate will benefit from a series of unique knowledge that will raise its quality to the highest level”

Developing and retaining talent in companies is the best long-term investment.

01

Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

06

Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.

10 Certificate

The Postgraduate Certificate in International Contractual Legal Advice for Companies guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.



“

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"

This **Postgraduate Certificate in International Contractual Legal Advice for Companies** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations and professional career evaluation committees.

Title: **Postgraduate Certificate in International Contractual Legal Advice for Companies**

Official No. of Hours: **150 h.**



*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



Postgraduate Certificate International Contractual Legal Advice for Companies

- » Modality: **online**
- » Duration: **6 weeks**
- » Certificate: **TECH Technological University**
- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

Postgraduate Certificate International Contractual Legal Advice for Companies