



London TDM

# Legal and Contracts Management Training Courses

**Course Venue:** Malaysia - Kuala Lumpur

**Course Date:** From 08 March 2026 To 12 March 2026

**Course Place:** Royale Chulan Hotel

**Course Fees:** 6,000 USD

## Introduction

This 5-day professional course on "Legal Issues in Outsourcing Agreements" is designed to provide participants with a comprehensive understanding of the legal frameworks and considerations involved in outsourcing agreements. By examining key legal issues, regulatory compliance, and best practices, participants will gain the knowledge necessary to navigate the complexities of outsourcing contracts and protect their organization's interests.

- Understand the fundamental legal principles in outsourcing agreements.
- Identify and manage legal risks associated with outsourcing.
- Analyze real-world case studies to apply legal concepts effectively.
- Learn to draft and negotiate outsourcing contracts efficiently.
- Explore regulatory and compliance issues in global outsourcing.

## Course Outlines

### Day 1: Fundamentals of Outsourcing Agreements

- Overview of outsourcing: Definition and scope
- Legal frameworks and key legal principles
- Types of outsourcing agreements
- Roles and responsibilities of parties involved
- Identifying the need for legal due diligence

### Day 2: Contractual Components and Drafting

- Essential clauses in outsourcing contracts
- Service Level Agreements (SLAs) and Key Performance Indicators (KPIs)
- Change management and contract termination clauses
- Dispute resolution and arbitration
- Case study: Analyzing a sample outsourcing contract

### Day 3: Risk Management and Compliance

- Identifying legal risks in outsourcing
- Compliance with data protection and privacy laws
- Intellectual property rights and confidentiality
- Managing cross-border legal issues
- Best practices for risk mitigation

### Day 4: Negotiation Strategies and Best Practices

- Effective negotiation techniques for outsourcing agreements
- Balancing client and vendor interests
- Strategies for successful contract amendments
- Maintaining long-term outsourcing relationships
- Workshop: Role-playing negotiation scenarios

### Day 5: Case Studies and Emerging Trends

- In-depth analysis of real-world outsourcing disputes
- Emerging trends in outsourcing: Cloud computing, AI, and more
- Impact of global regulations on outsourcing practices
- Future challenges and opportunities in outsourcing
- Course review and Q&A session