



London TDM

Legal and Contracts Management Training Courses

Course Venue: Malaysia - Kuala Lumpur

Course Date: From 29 March 2026 To 02 April 2026

Course Place: Royale Chulan Hotel

Course Fees: 6,000 USD

Introduction

This professional course on "Real Estate Contracts and Property Law" is designed to provide participants with comprehensive knowledge and understanding of real estate contracts, legal frameworks, and property law essentials. Over five days, attendees will explore key concepts and practical applications necessary for effective management and negotiation of real estate transactions.

Objectives

- Understand the fundamental principles of real estate contracts and property law.
- Identify different types of real estate contracts and their components.
- Analyze legal issues and common pitfalls in real estate transactions.
- Gain insights into negotiation strategies and conflict resolution in real estate law.
- Apply legal principles to real-world real estate contract scenarios.

Course Outlines

Day 1: Introduction to Real Estate Contracts

- Overview of Real Estate Transaction Process
- Types of Real Estate Contracts
- Essential Elements of a Valid Contract
- Legal Terminology and Definitions
- Contract Formation and Enforceability

Day 2: Key Components of Real Estate Contracts

- Parties Involved and Their Responsibilities
- Property Description and Legal Land Descriptions
- Purchase Price and Payment Terms
- Condition Precedents and Contingencies
- Closing Procedures and Documentation

Day 3: Property Law Fundamentals

- Introduction to Property Rights and Interests
- Types of Property Ownership
- Zoning Laws and Land Use Regulations
- Easements, Encroachments, and Licenses
- Adverse Possession and Prescriptive Rights

Day 4: Legal Issues in Real Estate Contracts

- Breach of Contract and Legal Remedies
- Fraud and Misrepresentation in Real Estate Transactions
- Lease Agreements and Tenant Rights
- Handling Disputes and Litigation in Real Estate
- Case Studies of Real Estate Legal Issues

Day 5: Advanced Topics and Practical Applications

- Real Estate Development Contracts
- Negotiation Strategies in Real Estate
- Risk Management in Real Estate Transactions
- Drafting Effective Real Estate Contracts
- Applying Property Law to Real Life Scenarios