

SUSTAINABLE ACADEMY

By l'École de Management Appliqué



SEMINAR: GLOBAL BUSINESS LAW & CROSS-BORDER DEALS

A clear introduction to the legal backbone of international business. Learn key concepts behind contracts, deal terms and cross-border risk, useful for global work contexts.

LEARNING OBJECTIVES

1

Identify the key elements of a cross-border agreement (obligations, risks, responsibilities) and ask the right questions.

2

Recognise common risk areas (contract terms, jurisdiction, compliance, data, liability) and suggest risk-mitigation measures.

3

Run a simple negotiation simulation (roles, interests, concessions) and justify positions on key clauses.

4

Integrate sustainability and ESG considerations into deal analysis (due diligence, supply chain, reputation, compliance) without overclaiming.

5

Produce a short “deal snapshot” in teams (risks, watch-outs, action points) and present trade-offs clearly



START: 17TH AUGUST 2026

ON SITE

24 hours

ONLINE

6 hours

ECTS

3

US CREDITS

2

ENTRY REQUIREMENTS

- Be at least 18 years old.
- Hold a secondary education diploma (or equivalent).
- Meet any applicable residency or immigration requirements.