



## 8 – COMPANY LEGAL ADMINISTRATION – Negotiating and Contracting

**Sales Manager (Sally):** After that third meeting last week, I have the feeling we are coming to a **final agreement** with company TEKNIKOS!

**CEO (Hughes):** Yes, they are re-drawing the final **contract** for the next week, the **general articles** are not **worth** worrying. However, attention should be paid to the **specific terms and conditions** related with the **non-competition clause** and the **product patent protection** in article LX-34.1.

**Technical Manager (Barry): Fair enough!** Detailed characteristics of the **device** and the related technical process shall be included **in appendix**. I'll **see to it!**

**Sales manager (Sally):** Well, **as long as** they **fulfill** all conditions for the ISO 9001 certificate **renewal**, before next year's production **launch**, there should be no news case for arbitration. We should **save** on **legal bills!**

**CEO (Hughes):** Well, let's keep **fingers crossed**, on **our end** we need to provide them with the technology within six-month time, **otherwise** that agreement becomes **null and void**.

**Technical Manager (Barry):** And we should also **upgrade** our transport **insurance policy**, to avoid any possible **damage and value loss**.

**Sales Manager (Sally):** However the contract **stipulates** we can invoke **force majeure**, in case of a subcontractor's **serious failure** with **proven liability** ....

**CEO (Hughes):** I hope we won't have **to take action** for damages **against** one of our suppliers! They are not so many available **specialising in** our field.

**Sales Manager (Sally):** Indeed yes, with all the relevant **legal administration** our lawyers would have to **undertake**: proceedings, **court appearances**, interviews, time over the phone...

**Technical manager (Barry):** Hopefully, in that case we would be eligible for the reimbursement of **legal**

**a contract** (n.): un contrat

**an agreement** (n.): un accord

**a non-competition clause** (n.): une clause de non-concurrence

**a product patent protection** (n.): le brevet attaché à un produit

**a serious failure** (n.): un manquement grave

**a device** (n.) : un appareil électrique

**a proven liability** (n.): une responsabilité avérée

**a court appearance** (n.pl): une comparution à la cour

**a follow-up meeting** (n.): une réunion de suivi

**an insurance policy** (n.) :une police d'assurance

**an appendix** (n.pl.) : une annexe

**the launch** (n.) : le lancement, la mise sur le marché

**the renewal** (n.) : le renouvellement

**the damage** (n.sg) : les dommages

**the value loss** (n.) : la perte de valeur

**the legal bills/cost** (n.pl): les frais juridiques

**the general articles** (n.pl): les conditions générales

**the costs incurred** (n.): les frais de justice engagés

**the specific terms and conditions** (n.pl): les conditions particulières

**to specialize in** (v.): être spécialiste de

**to undertake** (v.): assumer, prendre en charge

**to come to** (v.): arriver à, atteindre

**to fulfill** (v.) : remplir, satisfaire à

**to take action for damages** (v.): entamer une action en dommages et intérêts

**to draw** (v.): écrire, dessiner

**to take legal action against someone / to**

**to sue** someone : entreprendre une action en justice contre quelqu'un

**to upgrade** (v.) : mettre à jour, faire évoluer



**costs incurred**

**CEO (Hughes):** Well gentlemen, I **guess** we have considered all the possible cases. Let's **set up** another **follow-up meeting** in one month time. What about week 31? Wednesday, August the 5<sup>th</sup> would best suit my planning, what about you Gentlemen? .....

**to save (v.)** : économiser, sauver  
**to invoke force majeure (v.)** : évoquer la force majeure  
**to set up (v.)** : établir, mettre au point

**null and void (adj.)**: nul et non avenue  
**as long as (conj)**: tant que...  
**otherwise (conj/adj..)**: sinon, autrement

**I guess (that) ... (exp.)**: J'imagine que  
**On our end (exp.)** : de notre côté  
**I'll see to it (exp.)**: j'y veillerai !  
**(That's) fair enough! (exp.)**:D'accord !  
**Let's keep fingers crossed(exp.)**: Croisons les doigts