



COMPANY LEGAL ADMINISTRATION – Negotiating and Contracting

<p>Sales Manager (Sally): After that third meeting last week, I have the feeling we are coming to a final agreement with company TEKNIKOS!</p> <p>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.</p> <p>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!</p> <p>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!</p> <p>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.</p> <p>Technical Manager (Barry): And we should also upgrade our transport insurance policy, to avoid any possible damage and value loss.</p> <p>Sales Manager (Sally): However the contract stipulates we can invoke force majeure, in case of a subcontractor's serious failure with proven liability</p> <p>....</p>	<p>a contract (n.)</p> <p>an agreement (n.)</p> <p>a non-competition clause (n.)</p> <p>a product patent protection (n.)</p> <p>a serious failure (n.)</p> <p>a device (n.)</p> <p>a proven liability (n.)</p> <p>a court appearance (n.pl)</p> <p>a follow-up meeting (n.)</p> <p>an insurance policy (n.)</p> <p>an appendix (n.pl.)</p> <p>the launch (n.)</p> <p>the renewal (n.)</p> <p>the damage (n.sg)</p> <p>the value loss (n.)</p> <p>the legal bills/cost (n.pl)</p> <p>the general articles (n.pl)</p> <p>the costs incurred (n.)</p> <p>the specific terms and conditions (n.pl)</p> <p>to specialize in (v.)</p> <p>to undertake (v.)</p> <p>to come to (v.)</p> <p>to fulfill (v.)</p> <p>to take action for damages (v.)</p> <p>to draw (v.)</p>
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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 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 5th would best suit my planning, what about you Gentlemen?

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

to sue someone

to upgrade (v.)

to save (v.)

to invoke force majeure (v.) to set up (v.) :

null and void (adj.)

as long as (conj)

otherwise (conj/adj..)

I guess (that) ... (exp.)

On our end (exp.)

I'll see to it (exp.)

(That's) fair enough! (exp.)

Let's keep fingers crossed(exp.)