

Lecture Ten: Private Law

Academic Year: 2023-2024

Vocabulary/ Translation

Definitions

Affiliates etc: the term ‘affiliates’ refers to individuals or companies connected with a party to the contract.

Charges: the term ‘charges’ refers both to fees, costs and payments to be made under the contract or incurred by one of the parties, or to legal charges (e.g. mortgages) on property etc.

Commencement date: the date on which the agreement comes into effect, or the obligations under the agreement commence.

Completion: the term ‘completion’ can mean either the formal coming into effect of the contract or the completion of work to be done under the contract.

Exclusive, non-exclusive and sole: where these words have particular meanings, for example, as applicable to agency or distribution agreements.

Force majeure: the circumstances under which the parties may be released from their obligations under the contract.

Intellectual property: the extent and nature of the intellectual property dealt with and to be protected by the parties under the contract.

Interpretation: the way in which the parties should interpret references to:

legislation (i.e. to include future amendments); gender (i.e. references to ‘he’ may also include ‘she’ and vice versa); singular and plural forms of words used in the contract; headings, etc.

Expressions of time (months, years, etc.): the way in which the term ‘month’, ‘year’, and so on, should be interpreted.

Parties: the names to be used in referring to the parties in the contract (e.g. expressions such as ‘Employer’ and ‘Employee’, or ‘Company’ and ‘Distributor’) may be used in place of the parties’ full names.

Price: the payment terms and interest rates applicable.

Subcontracting: the identification and role of particular subcontractors that will carry out aspects of the work agreed between the parties in the main contract.

Territory: definition of the territory to which the contract applies.

Making a Presentation

When considering your presentation, therefore, you should try to pick a topic that you care about and that the people you will be making the presentation to care about. You may not, of course, have the luxury of being able to pick any topic you wish to speak about. However, you should try to find those aspects of the given topic which interest you and which are likely to interest your audience.

Procedures

1-Introducing yourself

Good morning/afternoon/evening. I'm/my name is . . . I'm going to speak to you today about . . .

2- Establishing rapport

It's very nice to see so many people here. I must say I've been impressed at how friendly and professional everyone here is . . .OR As all of us involved in the business of . . . know, this question of . . . is one of the biggest challenges facing the business

3- Thanking people

I'd like to thank X for inviting me here today. Or I'd like to thank X who's done a great job of getting us all here today/organizing this event . . .

4- Introducing theme of presentation

In my talk today I'm going to show that . . . OR I'm going to talk today about the important new developments in . . . I know a lot of you will have heard something about them and will be thinking 'how does this affect me exactly?'

5- Introducing a point

Now, the first point I'd like to make this evening is . . .

6- Introducing a controversial point

Many people blindly assume that X is the case. The truth of the matter is rather different. Let me explain why . . .