

Course No. 1795

Smart Contracting: AI for Legal Drafting & Negotiation

**CONTRACT LAW, COMMERCIAL TERMS & CLAIMS MANAGEMENT
PROCUREMENT, CONTRACTS & SUPPLY CHAIN**

DURATION

5 Days

DELIVERY

Classroom



Course Overview

Smart Contracting: AI for Legal Drafting & Negotiation is an advanced professional training course designed to equip legal, procurement, contracts, and business professionals with practical capabilities for using artificial intelligence to improve contract drafting, review, analysis, negotiation, and lifecycle management. The programme addresses the growing role of AI in contract-related functions while emphasizing professional judgment, legal accountability, confidentiality, and appropriate human oversight.

The course explores how generative AI, natural language processing, intelligent document analysis, and automation can support the creation and review of contracts, including clause drafting, contract comparison, obligation identification, risk analysis, deviation detection, and preparation for negotiations. Participants will learn how to structure effective AI-supported workflows without treating AI outputs as a substitute for qualified legal or commercial judgment.

Particular attention is given to the quality and reliability of AI-generated legal content. Participants will examine risks such as inaccurate or fabricated information, inappropriate clauses, ambiguous language, inconsistent terms, confidentiality concerns, data security, bias, and over-reliance on automated recommendations. The programme provides practical approaches for validating AI outputs and maintaining appropriate review and approval controls.

Through contract scenarios, drafting exercises, negotiation simulations, and case studies, participants will develop practical methods for integrating AI into contracting processes. The course supports government entities, ministries, banks, oil and gas organizations, procurement departments, legal teams, and large corporations seeking to improve contract efficiency, consistency, risk awareness, and negotiation preparation.

Objectives

- Analyze the role of artificial intelligence in modern contract drafting, review, negotiation, and management.
- Evaluate AI applications for improving contract quality, consistency, efficiency, and risk identification.
- Apply generative AI techniques to support the drafting and refinement of contractual language.

- Assess contracts using AI-supported methods to identify obligations, risks, deviations, and potentially unfavorable provisions.
- Develop effective approaches for using AI to compare contract versions, clauses, and proposed amendments.
- Apply AI-supported techniques to prepare negotiation positions, questions, alternatives, and negotiation scenarios.
- Evaluate the accuracy, relevance, limitations, and risks of AI-generated legal and contractual content.
- Design appropriate human review, validation, confidentiality, and approval controls for AI-assisted contracting.
- Assess ethical, legal, data protection, and governance considerations associated with AI in contract management.
- Develop a practical framework for implementing responsible AI-enabled contracting within legal, procurement, or commercial functions.

Who Should Attend

This course is designed for Legal Directors, Legal Counsel, Contract Managers, Contract Administrators, Procurement Managers, Commercial Managers, Contract Specialists, Legal Operations professionals, and professionals involved in drafting, reviewing, negotiating, or administering contracts.

It is also suitable for procurement and supply chain leaders, project and commercial managers, compliance and risk professionals, corporate governance teams, business development professionals, and executives responsible for commercial agreements. The programme is particularly relevant to organizations managing complex contracts, supplier agreements, service agreements, project contracts, framework agreements, and strategic commercial arrangements.

The course is highly applicable to government entities, ministries, public sector organizations, banks and financial institutions, oil and gas companies, engineering and construction organizations, and large corporations seeking to introduce AI into contracting workflows while maintaining legal quality, commercial protection, confidentiality, governance, and professional accountability.

Learning Outcomes

- Identify appropriate opportunities for AI adoption across the contract lifecycle.
- Draft and refine contractual language using structured AI-supported techniques.
- Analyze contracts to identify obligations, risks, inconsistencies, deviations, and missing provisions.
- Compare contract versions and proposed amendments more efficiently using AI-supported document analysis.
- Extract key commercial and legal information from complex contracts.
- Develop AI-assisted negotiation preparation materials, including negotiation priorities and alternative positions.
- Evaluate AI-generated contractual content for accuracy, relevance, ambiguity, and potential risk.
- Identify confidentiality, data protection, security, ethical, and governance risks associated with AI-assisted contracting.
- Establish human review and approval controls for AI-generated or AI-modified contractual content.
- Develop an AI-enabled contracting workflow and implementation roadmap aligned with organizational requirements.

Course Outline

DAY 01

Artificial Intelligence & the Future of Contracting

- Understanding artificial intelligence, generative AI, natural language processing, and intelligent document analysis
- The evolution of legal and commercial contracting in a technology-enabled environment
- AI applications across the contract lifecycle
- AI in contract drafting, review, analysis, administration, and monitoring
- Identifying repetitive and data-intensive contracting activities suitable for AI
- Opportunities and limitations of AI in legal and commercial environments
- The changing role of legal and contracts professionals

DAY 01 — CONTINUED

PRACTICAL APPLICATION

Mapping the contract lifecycle and identifying AI opportunities

DAY 02**AI-Powered Contract Drafting & Review**

- Using generative AI to support contractual drafting
- Structuring effective instructions for AI-assisted legal and contractual content
- Drafting clauses, provisions, definitions, and contractual alternatives
- AI-supported contract review and issue identification
- Identifying obligations, rights, responsibilities, deadlines, and dependencies
- Detecting inconsistencies, missing provisions, ambiguous language, and unusual clauses
- Comparing contract versions and proposed amendments
- Human validation of AI-generated contractual language

PRACTICAL APPLICATION

Reviewing and improving a contract using AI-supported techniques

DAY 03**AI for Contract Risk Analysis & Commercial Intelligence**

- Identifying legal and commercial risks within contracts
- AI-supported analysis of contractual obligations and exposure
- Detecting unfavorable terms, deviations, and non-standard provisions
- Analyzing financial, operational, liability, termination, and performance-related clauses
- Using AI to identify patterns across contract portfolios
- Contract analytics and risk prioritization
- Supporting compliance and obligation monitoring
- Developing contract risk indicators and early-warning mechanisms

DAY 03 — CONTINUED

PRACTICAL APPLICATION

Conducting an AI-supported contract risk assessment

DAY 04**AI-Supported Contract Negotiation & Governance**

- Using AI to prepare for contract negotiations
- Identifying negotiation priorities, positions, alternatives, and potential concessions
- Developing negotiation questions and scenario analysis using AI
- Evaluating proposed amendments and counterparty positions
- Using AI to support negotiation intelligence while maintaining professional judgment
- Confidentiality, data protection, and security risks in AI-assisted contracting
- Accuracy, hallucination, bias, explainability, and accountability risks
- Human oversight, approval, and governance requirements

PRACTICAL APPLICATION

AI-supported contract negotiation simulation

DAY 05**Building an AI-Enabled Contracting Function**

- Developing an AI strategy for legal and contract management functions
- Prioritizing AI use cases according to value, feasibility, risk, and organizational readiness
- Designing AI-enabled contract drafting, review, negotiation, and monitoring workflows
- Establishing governance, roles, responsibilities, and human approval mechanisms
- Developing standards for responsible AI use in contracting
- Measuring efficiency, quality, risk reduction, and value creation
- Managing organizational change and developing AI-ready legal and contracts teams
- Scaling successful AI applications across contract portfolios

DAY 05 — CONTINUED

FINAL WORKSHOP

Developing a Smart Contracting AI Strategy and Implementation Roadmap

Register or Request More Information

Course page: <https://quest-training.com/courses/smart-contracting-ai-for-legal-drafting-negotiation>Website: <https://quest-training.com>Email: info@quest-training.com

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