Stage 3: Risk & Negotiation Skills

Turn contract theory into practical risk control. This stage equips you to spot, allocate, and negotiate key risks in technology deals, and to document decisions so agreements hold up in delivery and disputes.

MODULE 1: LIABILITY & INDEMNITY CLAUSES IN TECH CONTRACTS

What you'll learn
 How to design liability caps and carve-outs that fit the deal, and how to structure indemnities with clear defence and settlement control.

Key topics
- Caps (aggregate/per-claim; super-caps for data/IP) and exclusions (consequential, lost profits, data loss)
- Indemnities (scope, defence control, procedures) and exclusive-remedy alignment with SLAs/warranties
- Insurance alignment and claims handling basics

Outcomes
 Set fair caps, avoid unlimited exposure, and prevent credit-and-damages double recovery.

MODULE 2: IP OWNERSHIP & LICENSING RIGHTS

What you'll learn
 How to allocate ownership and licences for deliverables, tools, and improvements — including joint development and OSS/AI considerations.

Key topics
- Background vs foreground IP, assignments/licences, deliverables vs toolkits
- JDAs, residuals, feedback licences, moral-rights waivers
- OSS compliance and AI-adjacent outputs/data rights

Outcomes
Protect operational use without sacrificing IP; avoid residuals/OSS traps.

MODULE 3: NEGOTIATION STRATEGY & TACTICS

What you'll learn
How to prepare and trade effectively using playbooks, fallbacks, and a disciplined process that keeps stakeholders aligned.

Key topics
- Interests vs positions; BATNA/ZOPA; issue lists and trades
- Conditional concessions, sequencing, anchoring, deadline hygiene
- Redline etiquette, decision logs, and escalation scripts

Outcomes
Reach durable deals faster, with documented trades and fewer re-opens.

MODULE 4: RISK MAPPING & ESCALATION

What you'll learn
A practical method to identify, rate, and escalate risks with clear approvals and audit trails before signature.

Key topics
- Risk registers and heat maps; deal-breakers and thresholds
- Exception memos; approval routes; insurance/control alignment
- Handover to delivery and renewal risk review

Outcomes
Make risk transparent, get timely approvals, and protect governance post-signature.