



Certified Contract Drafting and Negotiation Professional

Vskills Certifications

Vskills Brochure



Skills for a secure future

Certified Contract Drafting and Negotiation Professional

Individuals and companies negotiate and enter into contracts frequently during the conduct of their business. Contract drafting and negotiation are essential to draft clear contracts and arbitrate effectively, if needed in future.

Why should one take this certification?

This Course is intended for professionals and graduates wanting to excel in their chosen areas. It is also well suited for those who are already working and would like to take certification for further career progression.

Earning Vskills Contract Drafting and Negotiation Professional Certification can help candidate differentiate in today's competitive job market, broaden their employment opportunities by displaying their advanced skills, and result in higher earning potential.

Who will benefit from taking this certification?

Job seekers looking to find employment in legal departments of various companies, students generally wanting to improve their skill set and make their CV stronger and existing employees looking for a better role can prove their employers the value of their skills through this certification.

Test Details

- **Duration:** 60 minutes
- **No. of questions:** 50
- **Maximum marks:** 50, Passing marks: 25 (50%)

There is no negative marking in this module.

Fee Structure

Rs. 3,499/- (Excludes taxes)*

*Fees may change without prior notice, please refer <http://www.vskills.in> for updated fees

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Sample Questions

1. What does negotiation process involves?

- A. Two or more parties try to create differences.
- B. Two or more parties try to resolve differences.
- C. Two or more parties try to avoid differences.
- D. None of the above

2. Which of the following characteristics did not form part of the classical theory of contract?

- A. Exchange of promises
- B. Freedom of contract
- C. Executionary nature of contracts
- D. Fairness

3. Which of the following does not form part of the law of obligations?

- A. Contract
- B. Tort
- C. Restitution
- D. Judicial Review

4. What is the basis of coercive power in negotiation?

- A. A capacity to seek information and consider the ideas of others.
- B. The control over resources desired by others.
- C. Punishment, authority and use of force, whereby others are compelled to behave a particular way.
- D. None of the above

5. What should be followed during contract drafting

- A. Make sure the parties are properly identified in the first paragraph
- B. Include the date in the first paragraph for easy reference
- C. Define all technical terms
- D. All of these

Answers: 1 (B), 2 (D), 3 (D), 4 (C), 5 (D)

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- ▶ **Sales, BPO**
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