



London TDM

# Legal and Contracts Management Training Courses

**Course Venue:** Malaysia - Kuala Lumpur

**Course Date:** From 21 June 2026 To 25 June 2026

**Course Place:** Royale Chulan Hotel

**Course Fees:** 6,000 USD

## Introduction

This professional course on "Real Estate Contracts and Property Law" is designed to provide participants with comprehensive knowledge and understanding of real estate contracts, legal frameworks, and property law essentials. Over five days, attendees will explore key concepts and practical applications necessary for effective management and negotiation of real estate transactions.

## Objectives

- Understand the fundamental principles of real estate contracts and property law.
- Identify different types of real estate contracts and their components.
- Analyze legal issues and common pitfalls in real estate transactions.
- Gain insights into negotiation strategies and conflict resolution in real estate law.
- Apply legal principles to real-world real estate contract scenarios.

## Course Outlines

### Day 1: Introduction to Real Estate Contracts

- Overview of Real Estate Transaction Process
- Types of Real Estate Contracts
- Essential Elements of a Valid Contract
- Legal Terminology and Definitions
- Contract Formation and Enforceability

### Day 2: Key Components of Real Estate Contracts

- Parties Involved and Their Responsibilities
- Property Description and Legal Land Descriptions
- Purchase Price and Payment Terms
- Condition Precedents and Contingencies
- Closing Procedures and Documentation

### Day 3: Property Law Fundamentals

- Introduction to Property Rights and Interests
- Types of Property Ownership
- Zoning Laws and Land Use Regulations
- Easements, Encroachments, and Licenses
- Adverse Possession and Prescriptive Rights

### Day 4: Legal Issues in Real Estate Contracts

- Breach of Contract and Legal Remedies
- Fraud and Misrepresentation in Real Estate Transactions
- Lease Agreements and Tenant Rights
- Handling Disputes and Litigation in Real Estate
- Case Studies of Real Estate Legal Issues

## **Day 5: Advanced Topics and Practical Applications**

- Real Estate Development Contracts
- Negotiation Strategies in Real Estate
- Risk Management in Real Estate Transactions
- Drafting Effective Real Estate Contracts
- Applying Property Law to Real Life Scenarios