

Contract Law Basics

Business people deal with contracts in many different contexts — purchasing, sales, marketing, distribution, employment and others — almost every day. A contract serves, in effect, as the "private law" of the parties on whatever subjects it covers. This is a powerful tool, since the law gives parties tremendous flexibility in defining their contractual relationships. Whatever terms the parties agree to include (within broad legal limits) define their respective rights and obligations for the duration of the contract.

Because every valid contract gives rise to legal rights and obligations, it is important to understand how contracts are (and are not) formed and enforced. Dire consequences may await those who fail to form a valid contract when intended, or who bind themselves or their organization to a contract inadvertently.

Course Summary

This 35-minute course provides an overview of contract law — what makes a contract valid and enforceable, what remedies are available in the event of a breach, and what employees should look for in their real-world dealings with business contracts. The topics covered in the course include —

- What is a contract?
- Forming a contract — the offer
- Responding to an offer
- Consideration
- Defenses to enforcement
- Breach
- Remedies
- Important contract terms
- Real-world considerations