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**Attorney at Law**

International Contract Law  
German Employment Law

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## INTERNATIONAL ADVISOR, READY TO ASSIST YOU

For small and medium enterprises (SMEs) as well as Global Players, Germany is a great market for purchasing quality products and services and a great selling place as well.

### I WILL ASSIST YOU

- by reviewing international contracts
- assessing legal risks
- negotiating contracts on your behalf
- subcontracting and monitoring legal services you commissioned
- Training and coaching of your personnel can be included
- Collecting receivables and realizing claims is also a key ability of mine

### PROFIT FOR ANY OF THESE AREAS FROM MY UNIQUE SKILL SET

- **Lawyer** with expert knowledge in international law.
- **General counsel** for the plant engineering and software industry
- **Negotiation of contracts worldwide** as eg in China, India, Korea, Poland, Sweden, Belgium and, of course, Germany.
- **Business mediator** assistance of negotiations at a highly professional and well-versed level is assured
- **Former Head of a Commercial Department** in the plant engineering industry. Special successes in pushing through demands for my clients. Realization of millions of Euro for numerous clients up to this point (Azerbaijan, China, Germany, India, Ukraine)
- **Experienced Teacher of Contract Laws**

You are looking for advice concerning contracts with your German business partners in both English and German. Alternatively, you might need legal support in any given international project.

You are an expanding company or group aiming to employ sales personnel in Germany. You need a **Specialist in German Employment Law**.

This is why you want me.

## **CONTRACT MANAGEMENT**

Welcome to my special offer for global players and SMEs.

### **LEGAL SUPPORT IN BOTH NATIONAL AND WORLDWIDE ENVIRONMENTS**

- Review of sales and purchase contracts
- contract negotiation, remote or on site
- legal training and coaching for your personnel
- collecting receivables
- realizing claims

## **GERMAN EMPLOYMENT LAW**

- Specializations you will need when expanding your sales force to Germany:
- Overall consulting regarding any and all topics of German Employment law
- Officially qualified as specialist solicitor in the field of employment law
- Employment Contracts
- Drafting of your individually tailored legal document
- Cancellation agreement with attention to your individual concerns
- Termination of Employment (Action, Risk, Compensation)



## LEGAL AND COMMERCIAL TRAININGS

For several years, I have been teaching professionals, CEOs and employees in a broad variety of legal subjects.

My classes took place all over the world, both in a business environment as well as in academic function (IHK, University of applied sciences). I have been teaching in Brazil, China, India, Singapore and the UK.

Also, I held workshops training people to translate theoretical knowledge into practical skills. That way, the participants were enabled to argue in real-life situations and to realize claims on a new level and with greater efficiency.

## COMPREHENSIVE LIST OF THE MOST POPULAR TRAININGS

I am currently offering. For other legal areas, special or advanced training sessions can be arranged. Please don't hesitate to [email your individual request to info@contract-management.pro](mailto:info@contract-management.pro)

- How to read a contract – analysing risks
- How to negotiate a contract
- How to get your money
- Effective Claim Management
- Legal Sales and Purchase trainings

## **LANGUAGE**

Trainings will be held in German or English, according to your specifications. Special vocabulary training in German legal terms.

## **LOCATION**

Location can be, according to your choice, any Conference Hotel; also, I offer inhouse trainings at our clients' sites as well as remote trainings (video conferences).

## **ADAPTING YOUR NEEDS**

I specialize in very detailed content and organisation of the entire training, adhering to your special needs and wishes.

Please [contact me](mailto:info@contract-management.pro) for more information [info@contract-management.pro](mailto:info@contract-management.pro)

## **HOW TO READ A CONTRACT**

„How to Read a Contract“ is a special course helping to understand the special structure of provisions in a contract.

Some contract clauses carry more risks than others such as, e.g., penalty or liquidated damage clauses, time is of the essence provision, making good obligations. There is a need to define an order of precedence to minimize any contradictions in the contract.

This training enables you to handle contracts and to calculate and assess risks which are unavoidable to take, as the contract partner insists.

## **HOW TO NEGOTIATE A CONTRACT**

This training helps you to understand the motivation of your business partner and to negotiate the contract according to the Harvard Concept with a win-win focus.

Other factors beside the contract itself will decide the success of your business venture.

Therefore, you need to find out who your business partners are, what their motivation or cultural background is – and what advantage they are actually seeking in working with you. You need to endeavour to understand them before actually opening the discussion.

Next, you want to check out the competition. Thus, you lay the groundwork for arguing from a superior position.

## **HOW TO GET YOUR MONEY**

„How to get your money“ is a training course that will enable you to find reasons for payment default. To understand the real reasons for non-payment by your business partner, the actual motivation, beside the spoken words.

The training provides you with the instruments and arguments to come to a good and friendly settlement concerning pending payments other than legal steps. Thus, a good business cooperation also in the future may be ensured.

## **EFFECTIVE CLAIMS MANAGEMENT**

There are plenty of books and tools regarding claim management. Good claim management starts with a contract which gives you the right and the necessary time to claim longer delivery times and damages. Beside this you need the awareness of your employees and the knowledge of the special contractual requirements. This training helps to understand the requirements of an effective claim management.

Special workshops will be offered to learn how to behave and argue in the special situation. By translating theoretical knowledge into practical skills, participants will learn to argue in real-life situations and to realize claims on a new level and with greater efficiency. The ability to compromise will, in the long run, render greater profit than insisting on details.

Empathy is a key skill to solve any and all tangled negotiation or dispute: By avoiding a win-lose situation which would make your partner lose face, you will ensure greater gain throughout the constantly developing relationship.

## **LEGAL SALES AND PURCHASE TRAININGS**

These trainings help your employees to consider the most important obligations out of (and in connection with) the contract.

Crafting a legal relationship means blending your interests and the ones of your contractual partner in a preservatory manner. A strong compromise which keeps all interests intact will endure over a much longer time with less costs.

A general understanding of legal requirements concerning contracts will be given. Awareness for dealbreaker clauses as well as methods for negotiating are also part of the training.



## **MEDIATION**

A cost-effective way to avoid expensive legal costs is mediation. Being fully trained in this field, with main focus on business mediation, I offer an array of tried-and-tested solutions.

### **WHAT IS BUSINESS MEDIATION?**

The main question is, obviously: how to solve any issue in a friendly and fair manner? – Mediation is the answer. If you are heading for trial, you are heading for a cost explosion and a situation, where everybody loses (lose-lose situation).

What may be lost is usually a long-term customer relationship. All that is gained is a bad rep, loss of time and productivity, sometimes bitter grudges on all sides.

Mediation techniques may help to settle bitter negotiations. An experienced business mediator will help moderate the discussion and throw light on ways of solving things even if it originally seemed hopeless.

That way, conflicts may be solved within single days, instead of legal proceedings which may take months or even years. Business mediation, thus, is a most cost-effective asset in your toolkit of methods.

As a seasoned professional in this field, I use both my legal expertise and years of practical, hands-on experience to mitigate costs, calm the situation and open the knot that is usually tied by – well-justified – frustrations on all sides.

Commercial conflict is about commerce – but it takes a neutral outsider to help all sides to re-focus on that fact and to find a satisfyingly effective way out. In short, building consensus is my main work as business mediator.

## **READY TO BE ASSISTED**

please contact me [www.Contract-management.pro](http://www.Contract-management.pro)

I am happy to assist you with your individual requirements

Respectfully yours, Anne Claire Schroeder-Rose

## LEGAL NOTICE

Full information about both the person responsible for a website and for publication of a document is legally required, given below.

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### **LEGAL RESPONSIBILITY**

The person legally responsible for all contents of this document is:  
Anne Claire Schroeder-Rose, attorney at law. Address given above.

### **ABOUT THIS DOCUMENT**

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