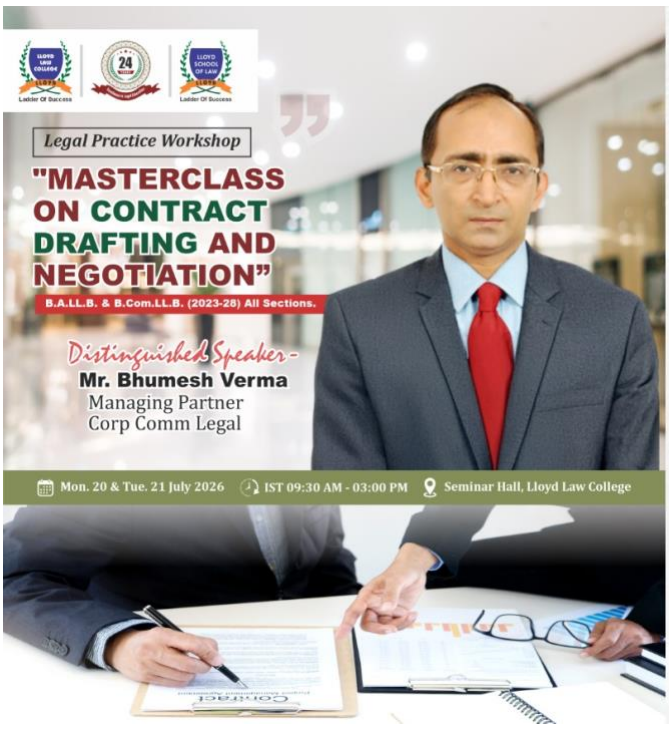






Mr. Bhumesh Verma
Managing Partner
Corp Comm Legal

Mr. Bhumesh Verma is the Managing Partner of Corp Comm Legal, an independent Indian law firm headquartered in New Delhi. A law graduate from Campus Law Centre, Delhi University, he started his career at Ajay Bahl & Co. (now part of AZB & Partners) and went on to work with some of the best law firms in India. Mr. Bhumesh received the coveted Chevening Scholarship by the UK Government in 2000 – under this scholarship he studied in College of Law, York and was a visiting lawyer with Ashursts' London office. After coming back to India, he continued his upward legal career becoming partner at some of the leading Indian law firms including Khaitan & Co., Paras Kuhad & Associates and Link Legal.

His primary expertise areas are advising domestic and foreign clients on inbound and outbound Mergers and Acquisitions (M&A) transactions, Private Equity, Venture Capital, Foreign Investments, Joint Ventures, Technology Transfers, External Commercial Borrowings, Corporate Structuring, Strategic Advice, Entry Strategy for foreign investors, Regulatory Approvals, Corporate Advisory, Due Diligence, Negotiation, Documentation for transactions and related legal fields.

He is the Convenor of a global network of small and midsized law firms, Global Business Lawyers' League and is constantly engaged in inbound and outbound M&A transactions. Despite his hectic schedule, Bhumesh has been passionate about sharing his knowledge and experience with the young generation of legal fraternity. An avid reader, much sought-after speaker and prolific writer, he started with contributing to in-house journals of many international law firms on Indian laws. By now, he has more than 600 published articles / blogs to his credit. These writings are very keenly followed and appreciated by professionals, students and academia globally and quoted frequently. Bhumesh has authored books on Commercial Contracts Drafting and edited one on Mergers & Acquisitions. He has contributed to Indian chapter in several global publications as well.Mr. Bhumesh is engaged with many prestigious law schools across India as a Guest Professor. He has conducted credit courses, workshops and training sessions for students and professionals on contracts drafting, negotiation and corporate laws skills.
Sir, we welcome you to Lloyd!

PRACTICE CERTIFICATE WORKSHOP

"Masterclass on Contract Drafting & Negotiation Skills"

Mon.-20-July-2026

Dear Parent / Student,

Greetings from Lloyd academic community!

Course Chief Faculty :: Mr. Bhumesh Verma, Managing Partner, Corp Comm Legal.

Course Preface :: Legal Practice Workshop : "Masterclass on Contract Drafting & Negotiation Skills"

Attendees :: Mandatory for all the students of B.Com.LL.B. & B.A.LL.B. (2023-2028).

- Two Days full attendance will be marked for all the participants.
- Certificate of participation will be provided to all the participants.

Date & Time :: Monday 20 & Tuesday 21 July 2026, IST 09.30 AM – 03 PM

Venue :: Seminar Hall, Lloyd Law College

Faculty Incharge :: Prof. Natasha Priya, Prof. Ishaan Dhyani

Attendance In-charge :: Prof. Prachi Rashmi, Prof. Abhishek Rajan

Program Schedule ::

Time	Event	Venue
08.00 - 09.15	Regular Classes	Class Room
09.30 - 03.00	**Masterclass on Contract Drafting & Negotiation Skills**	**Seminar Hall**
NOTE	There will be NO other regular classes for the students who are not participating in the Workshop.	

Need for practical training ::

Our law institutes have limited time to train students professionally with a plethora of subjects to cover, internal and semester exam schedule, moot courts, holidays, semester / internship breaks and so on. Contract drafting / reviewing / negotiation skills are some of the most important traits of any lawyer and can hardly be overemphasised – be it practising in a court, working with a law firm or a company or being a legal entrepreneur. However, most of the books available on the subject throw light only on provisions of Contract law and not on practical skills. Reading draft contracts or even books on contract drafting too has its own limitations. During internships, students hardly get work beyond proof-reading of a contract. In a law firm or a corporate office, there is no time to train and teach new kids on the block. Once hired, no one is given any concessions for not knowing contract drafting beforehand, despite knowing that most students are not taught this in law school. As a result, most students learn by trial and error. Many prevalent practices are outdated, superfluous, or even counterproductive. Realising this, legal educational institutions are enhancing their engagement with professionals to impart practical knowledge to their students to make them job ready and infuse confidence.

The Focus Areas ::

The practical and interactive sessions (about 30 hours duration) will emphasise, inter alia, upon:

- Reason for Drafting Contracts (rather than using a readymade template)
- Preparation before you start Drafting
- Current State of Contract Drafting Process
- Shortcomings of Conventional Style of Contract Drafting
- Need for Crafting Effective contracts
- Protecting your client's interest
- Making the most of templates
- Different Kinds of Contracts
- Layout and Sequence of a Contract
- Drafting different critical clauses (around 30)
- How to approach each clause from a different party's perspective
- Reading between the lines
- Contract as Storytelling / Sales Pitch
- Ensuring Expediency, Economy, Effectiveness in a Contract
- Criteria for a good contract
- Creating Value for Clients
- Looking at the Big Picture
- Dos and Don'ts
- International Contracts
- M&A Contracts
- Introduction to Negotiation skills – what, when, why, how
- Negotiation strategies
- Soft skills / etiquettes in drafting, reviewing and negotiations
- Transactional vs. Relationship approach
- How to use the skills learnt in the Workshop practically

Practical Exercises ::

- Q & A's
- Finding missing clauses / mistakes in a template
- Drafting Different Contracts clause by clause
- Negotiation skills mock sessions

Modes of discussion ::

PPT, Live interaction throughout the sessions, Group discussions, Working on Templates, Discussing day-to-day life examples of transactions and contracts, Role playing on stage, Mock meetings, Drafting from scratch, Q&A throughout the sessions.

Happy Learning!

Dr. Mohd. Salim
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Lloyd Law College & Lloyd School of Law
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