



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Drafting Conditions Of Sale Understanding And Explanation Training

Business, Commerce and Management Studies / Marketing

Unit Standard 117026 · NQF Level 5 · 4 Credits · 1 Day

COURSE OVERVIEW

This course equips learners with the knowledge and skills to draft, interpret, and explain conditions of sale in a commercial context. Participants will understand the legal and contractual principles underlying conditions of sale, ensuring compliance with South African law and best practice.

Category	Business, Commerce and Management Studies
Subfield	Marketing
Unit Standard	117026
Accreditation	SAQA Accredited · NQF Level 5 · 4 Credits
Duration	1 day
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply the key legal principles governing conditions of sale within the South African legal framework.
- Analyze standard clauses in conditions of sale to identify risks and ensure compliance.
- Draft clear, enforceable conditions of sale tailored to specific business transactions.
- Evaluate the implications of terms such as delivery, payment, warranties, and liability.
- Implement appropriate dispute resolution mechanisms within conditions of sale.
- Demonstrate the ability to explain conditions of sale to non-legal stakeholders.

WHO SHOULD ATTEND

- This course is designed for legal advisors, contract managers, procurement officers, sales professionals, and anyone involved in drafting or reviewing sales agreements in a corporate environment.

COURSE OUTLINE

Day 1: Understanding and Drafting Conditions of Sale

- Introduction to conditions of sale and their role in property transactions.
- Legal framework: common law, Consumer Protection Act, and other relevant statutes.
- Essential elements of a valid contract and specific clauses (e.g., suspensive conditions, voetstoots).
- Drafting techniques: clarity, precision, and avoiding ambiguity.
- Common pitfalls: contradictory terms, non-compliance with legislation.
- Practical exercises: drafting and reviewing sample conditions.
- Case studies: real-world examples of disputes and how to prevent them.
- Summary and assessment of learning outcomes.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **4 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 13,400.00	R 13,400.00
1	In-House	R 17,400.00	R 17,400.00
1	On-Campus (Pretoria)	R 20,200.00	R 20,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
11 Aug 2026	11 Aug 2026	On-Campus	Durban, South Africa
11 Aug 2026	11 Aug 2026	On-Campus	Mauritius
12 Aug 2026	12 Aug 2026	On-Campus	Cape Town, South Africa
13 Aug 2026	13 Aug 2026	On-Campus	Dubai, UAE
14 Aug 2026	14 Aug 2026	On-Campus	Pretoria, South Africa
17 Aug 2026	17 Aug 2026	On-Campus	Durban, South Africa
18 Aug 2026	18 Aug 2026	On-Campus	Shenzhen, China
19 Aug 2026	19 Aug 2026	On-Campus	Dubai, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 117026) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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