
Property Law for Non-Lawyer Leaders: Title, Contracts, Leases and Disputes Training Course

8 – 12 March 2027
Geneva





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Programme Summary

Property law for non-lawyer leaders is the subject of this one-week training course for property, asset, investment and facilities leaders at managerial level, ending in a property legal risk brief for one transaction or holding. Property decisions depend on ownership, contract and lease terms that leaders often sign on trust. The approach moves from ownership and title, through sale contracts, leases and security, to disputes and instructing counsel, and then to a worked brief. Mars Training Centre UK delivers this programme in property law for non-lawyers.

The Business Case

Defects in title, loose contract wording and unexamined lease terms rarely appear until a sale fails, a tenant leaves or a lender calls a default. Leaders who can spot the legal issue early, ask counsel a precise question and weigh the remedy against the cost keep deals on track, avoid avoidable disputes and protect the long-term value of the asset.

- Transaction Failure: Falls as title and contract issues are found during due diligence rather than after signing.
- Lease Disputes: Reduce as terms on rent, repair, use and exit are read and negotiated deliberately.
- Legal Spend: Becomes more focused as instructions to counsel state the issue, the options and the decision needed.

Principles and Evidence Base

- Legal Risk Matrix: Likelihood and impact scoring ranks the issues found in Sessions 1 to 3.
- Contractual Allocation of Risk: The principle that risk sits with the party best placed to control it guides the contract and lease reading in Sessions 2 and 3.
- Alternative Dispute Resolution Spectrum: Negotiation, mediation, arbitration and litigation are compared as routes in Session 4.

Intended Participants

- Property and asset leaders who approve acquisitions, disposals and lettings.
- Investment leaders who rely on legal due diligence before committing funds.
- Facilities and estates leaders who manage occupation, lease obligations and landlord relations.
- Development and lending leaders who need to read security, consent and ownership issues.

The programme serves real estate investment, banking, healthcare estates and public-sector property functions.



Learning Outcomes

1. Participants will be able to analyse ownership and title documents to identify defects and restrictions.
2. Participants will be able to evaluate sale and purchase contract terms for risk allocation.
3. Participants will be able to compare lease terms on rent, repair, use, assignment and termination.
4. Participants will be able to prioritise legal risks in a property deal using a risk matrix.
5. Participants will be able to select a dispute route for a property conflict and justify the choice.
6. Participants will be able to construct a clear instruction to counsel and defend a property legal risk brief.

Programme Structure

Day 1: Ownership, Title and Due Diligence

Who owns the property, and what rights and restrictions attach to it?

- Ownership Forms and Interests in Land
- Title Document and Register Reading
- Charges, Easements and Restrictions Schedule
- Due Diligence Request List
- Property Law Risk Matrix

Day 2: Sale and Purchase Contracts

Which contract terms move risk between buyer and seller?

- Heads of Terms and Conditions Precedent
- Warranties, Indemnities and Price Adjustment Clauses
- Deposit, Completion and Default Provisions
- Planning and Consent Conditions in General Terms
- Contract Review Mark-Up

Day 3: Leases, Tenancy and Security

What do lease and security terms commit each party to?

- Lease Term, Rent and Review Provisions
- Repair, Service Charge and Use Covenants
- Assignment, Subletting and Break Rights
- Mortgage and Security Package Basics
- Landlord and Tenant Negotiation Positions



Day 4: Disputes, Remedies and Instructing Counsel

How is a property dispute resolved and how is counsel instructed?

- Common Property Dispute Patterns
- Remedies: Damages, Termination and Specific Performance
- Dispute Route Comparison Table
- Evidence File for a Property Claim
- Counsel Instruction Template

Day 5: Applying Property Law to a Transaction

Is the property legal risk brief ready for the decision maker?

- Applying the Session 1 Title Findings to the Chosen Transaction
- Marking Up the Session 2 Contract Terms
- Testing the Session 3 Lease Positions
- Choosing the Session 4 Dispute Route for Open Issues
- Completing the Property Legal Risk Brief

Methodology

The programme is built around case analysis and structured exercises. Participants work with anonymised title summaries, contract extracts and lease clauses from office, retail and healthcare property, mark up risks in small teams and defend their priorities before a simulated investment committee. Property law is covered through transferable concepts and checklists, so participants apply the law of their own jurisdiction with their counsel.

- Suggested activity: Reading a sample title summary and listing the questions it raises for the seller.
- Suggested activity: Marking up a sale contract extract for one-sided risk terms.
- Suggested activity: Preparing a short instruction to counsel on a disputed repair obligation.

Capstone Output

Each participant completes a property legal risk brief for one transaction or holding. It contains a title findings list, a contract and lease issues schedule, a ranked risk matrix, a dispute route recommendation and a draft instruction to counsel. It is used to brief a decision maker and to focus the questions put to legal advisers.



Frequently Asked Questions

Is property law training suitable for leaders who have no legal background?

Yes. Property law training is set at managerial level and assumes responsibility for property decisions, not legal qualification or prior study of law.

Which models does property law rest on in this programme?

Property law is taught through a legal risk matrix, the allocation of contractual risk and a dispute resolution spectrum, applied to the law of the participant's own jurisdiction.

How is the property law risk brief used at work?

You use the property legal risk brief to brief a decision maker, rank issues before signing and write a precise instruction to counsel.