

CONTRACT LAW TRAINING FOR BUSINESS STUDENTS

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ABSTRACT

The agreement contains a contract that ensures equity and justice for both parties, and no party should be harmed. A contract is a written agreement that governs a business activity. This training is presented to students in order to learn more about a business contract agreement. Webinars will be used to deliver the training. Webinars are online training seminars that use video. The implementation technique includes training or seminars as well as questions and answers about the topic of discussion. Following a webinar, students understand the relevance of contractual agreements. A business student will learn more than just the theory of contract law. The sharing of experience and expertise from business professionals will increase the general public's and business students' knowledge of contract law. Participants in this webinar learned about the importance of a business agreement after attending this event.

ABSTRAK

Perjanjian merupakan kontrak yang menjamin pemerataan dan keadilan bagi kedua belah pihak, dan tidak boleh ada pihak yang dirugikan. Kontrak adalah perjanjian tertulis yang mengatur kegiatan bisnis. Pelatihan ini diberikan kepada mahasiswa untuk lebih mengenal perjanjian kontrak bisnis. Webinar akan digunakan untuk menyampaikan pelatihan. Webinar adalah seminar pelatihan online yang menggunakan video. Teknik pelaksanaannya meliputi pelatihan atau seminar serta tanya jawab seputar topik pembahasan. Mengikuti webinar, siswa memahami relevansi perjanjian kontrak. Mahasiswa bisnis akan belajar lebih dari sekedar teori hukum kontrak. Berbagi pengalaman dan keahlian dari para profesional bisnis akan meningkatkan pengetahuan masyarakat umum dan mahasiswa bisnis tentang hukum kontrak. Peserta webinar ini mengetahui mengenai pentingnya sebuah perjanjian bisnis setelah mengikuti acara ini.

INTRODUCTION

An agreement is a legally binding act that can be performed by two or more parties (Suwardiyati, et.al, 2018). The value of the agreement as a controlling feature and agreement without coercion can be used to interpret the agreement (Hofherr, 2020). Agreement is also an observation made by both parties who give the same evaluation (Safak, 2020). There is a contract in the agreement itself that brings equity and justice for both parties, and no party should be harmed or harmed. The contract differs from the agreement in that the contract is more limited and is usually in writing. An agreement that regulates a business activity is also referred to as a contract, but an agreement that is not bound by business activities is still referred to as an agreement (Suwardiyati, et. al., 2018).

According to Barrow (2021), the most interesting thing nowadays is starting and growing a business. Many students and even students are interested in business and want to be an entrepreneur, as well as be able to build their own business to attract and motivate future students or students (Taliwongso & Sijabat, 2022).

Any action arising from a "large transaction" must be filed in a specific location, according to Section 15.020 of the Texas Civil Practices and Remedies Code. The Texas Supreme Court held in *In Re Fisher and Boudreaux* that mandamus assistance was expressly authorized to enforce mandatory place provisions. The forum selection clause in the supplementary document may influence where disputes concerning the main acquisition agreement must be resolved. Tyson's Arkansas claim and IBP's Delaware clause claim were both filed at the same time. The Chancellor's Court later determined that, due to the forum selection clause, only a Delaware court could hear all of Tyson's claims, including disputes over disclosure and materially adverse alteration (Egan, 2018).

Many students are interested in business; this training is an excellent opportunity to learn about contract law and its significance in business. This activity can also help students later in life when they may have knowledge of contract law and other laws, as well as how the legal system operates, while entering a job or starting a business, and improve their capacity to use this knowledge and understanding in assessment contexts (Cooper & Kirk, 2021).

Looking at the current era, which is increasingly becoming contemporary, and the impact of the Industrial Revolution 4.0, one of which can create many job prospects by constructing a business, supported by the simple needs to build a business (Mahaputra & Saputra, 2021). Furthermore, business company law can aid and facilitate commercial relationships (Allen, et al., 2021). However, given the current circumstances during the COVID-19 epidemic, where practitioners are required to operate remotely utilizing technology that is frequently insufficient to meet needs (Sourdin & Zeleznikow, 2020).

A contract is an agreement that can be made between two or more parties with the intention of legally binding and enforcing it. A contract must be carried out with transparency without generating opposition, which is a feature of how smart contracts work (Hewa, Ylianttila & Liyanage, 2020).

As a result, this training is provided so that students can learn more about a contract agreement in a business or business. So that when students later work or wish to construct and create a business, they will learn how to get started by creating a contract agreement that will be enforced by a legal organization. Many students are directed to become entrepreneurs. However, knowledge of business law, especially contract law, is still low (Podomoro University, 2022). So the webinar aims to increase student knowledge about contract law.

METHODOLOGY

The activities begin with the observation of a community problem. Based on the identification of the problem, the best academic and practical solution to the existing problems is to find experts in the related field. Experts are invited to share their knowledge and solutions to existing problems. Training and

development refer to the process of acquiring or transferring the knowledge, skills, and abilities required to carry out a specific activity or functions; as a result, the advantages of training and development for both individuals and organizations are strategic in nature and thus much wider (Milhem, et al., 2014). The training preparation procedure will be carried out as shown in Figure 1.

The training will be delivered via webinars. Webinars are held online as video-based instruction. Webinars are designed to give participants flexible time and a relaxed environment. Furthermore, the event was also led by a moderator who was one of the students. The promotion of activities is carried out through social media, including the obligation for business students to participate in this webinar and write webinar summaries. The activity brochure can be seen in Figure 2.



Figure 1. Training Preparation Process

The speaker for this webinar is an experienced practitioner in business agreements or contract law. The speaker has at least a master's degree. The speaker's experience is very important. Speakers can share experiences with participants. The speaker gave open questions to the participants and closed with discussion and discussion by the speaker. This is so that participants can freely ask questions.



Figure 2. Training Brochure

The discussion method allows all participants to engage in discussions with speakers with business and legal experience. Discussions were carried out interactively between participants and speakers (Senthamarai, 2018). Thus, it promotes an atmosphere of attention and participation.

RESULT

This webinar will be held on Saturday 5 November 2022 at 09.00-12.00 using a zoom meeting. The zoom meeting link is <https://us06web.zoom.us/j/86886826046>. The implementation method is carried out by way of training or workshops as well as questions and answers related to the topic of discussion (Putra, Maulidasari and Suriadi, 2020). The atmosphere of this training is depicted in Figure 3 and Figure 4.



Figure 3. During Practice



Figure 4. Speaker and Participants Sharing Discussion

The speaker was Ms. Indah Siti Aprilia, S.H., M.H., a Business Development Executive at PT. Advoshield Indonesia. Furthermore, she also has experience in the legal field as Research & Development Associate as well as Legal Research & Media at various Indonesian law firms and institutions. She received her Bachelor of Laws from Tarumanegara University and her Masters of Law from the University of Indonesia. Meanwhile, the total number of participants in this webinar was 128 participants.

On the basis of the Civil Code, the speaker introduced legal references to agreements. Article 1320 of the Civil Code serves as the foundation for the agreement. The definition of a contract or agreement is introduced by the speaker. The agreement must be legally drafted by two or more parties with a specific purpose, be supported by the law, be reciprocally binding on both parties, and be capable of causing specific legal repercussions in the event of default. The speaker also discussed the fundamental concepts of contract law, including commensalism (Article 1320 of the Civil Code), freedom of contract (Article 1338, Paragraph 1), good faith (Article 1338, Paragraph 3 of the Civil Code), and the idea behind personality (Article 1315 of the Civil Code). In addition, the speaker discussed other principles such as fairness, trust, equality of the law, decency, morality, and fairness.

If a disagreement arises as a result of this agreement, contracts or agreements are evidence. The terms for the use of stamp duty in the agreement must also be adhered to by the agreement. But even without a stamp, the agreement is still regarded as valid. In Indonesia, all contracts and agreements must be written in Indonesian. The agreement may be in two languages, but at least one of them must include Indonesian. This is in accordance with Law No. 24 of 2009's Article 31, Paragraph 1.

In addition, the definition of an electronic signature was given. An electronic signature is one that has been verified and authenticated by a third party. An ordinary signature that has been copied into an electronic signature is not what an electronic signature is.

If there has been obligation payment, debt renewal, debt settlement, debt mixing, debt liberation, debt destruction, cancellation, the enactment of cancellation terms, or the passing of the specified period of time, the agreement or contract is said to be finished or terminated. A contract or agreement's dispute resolution options include lawsuit litigation and non-litigation. Alternative dispute resolution procedures like mediation or arbitration can be used as non-litigation strategies. Different ramifications result from these two approaches.

There is a memorandum of understanding before the contract. An agreement or work contract will be made between the two parties following the MoU. The post-contract process, which includes implementation up until any disputes are resolved, comes next after the contract. Business students who attended this webinar gained knowledge about contracts and other legal agreements.

The students were given an exam to find out about the form of the agreement. The questions asked were regarding knowledge of contractual agreements, forms of electronic signing, stamp duty functions and the definition of a memorandum of understanding in business agreements. In the following Table 1, the difference conditions before and after training are shown.

Table 1. The Difference Between Before and After Training

No.	Explanation	Before Webinar	After Webinar
1.	Agreement contract	Students do not know the importance of contractual agreements.	Students already know the importance of contractual agreements.
2.	Electronic Signature	Photographed from the agreement.	Must be authorized by a company that can verify and authenticate.
3.	Stamp	Mandatory and determine the validity of the agreement.	It is mandatory, but does not reduce the validity of an agreement.
4.	MOU definition	Agreement	Not Agreement

CONCLUSION

People in business need to understand contract law. Business actors won't suffer losses thanks to this information. Principles and requirements must be met for an agreement to be valid. People in business, especially students, need to be aware of this. Business actors must understand how agreements, electronic signatures, and memorandums of understanding all function in addition to contracts. A business student will learn more about contract law than just the theory. However, the sharing of experience and expertise from business professionals have increase the general public's and business students' knowledge of contract law. All contract terms must be understood by businesspeople before they sign.

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