

Course Overview:

This 5-day advanced training program is tailored for professionals involved in contract negotiation, drafting, and management across corporate functions. It provides in-depth knowledge of contract lifecycle management, risk identification, compliance requirements, and negotiation strategies. Participants will gain the skills to manage complex contracts effectively, enhance legal safeguards, and ensure alignment with business objectives and regulatory frameworks.

Course Objective:

By the end of this program, participants will be able to:

1. Apply advanced contract lifecycle management practices.
2. Identify and mitigate legal, commercial, and operational risks.
3. Draft and evaluate complex contractual terms and conditions.
4. Implement effective negotiation and stakeholder engagement strategies.
5. Ensure compliance with legal, regulatory, and internal governance standards.

Course Outline:**Day 1: Foundations of Advanced Contracting**

1. The Strategic Role of Contract Management Business value of effective contract managementStakeholder alignment and governanceContracting trends in global business
2. Types and Structures of Contracts Fixed price, cost-plus, and hybrid modelsMaster service agreements and framework contractsChoosing the right contract type for the situation
3. Contract Lifecycle Overview Key phases: initiation to closureLifecycle management tools and systemsCritical success factors and challenges

Day 2: Legal & Regulatory Frameworks

1. Legal Principles of Contracting Offer, acceptance, consideration, and intentionEnforceability and capacity to contractCommon legal pitfalls and how to avoid them
2. Compliance and Regulatory Risks Local and international compliance obligationsAnti-bribery, anti-corruption, and competition lawData privacy and confidentiality clauses
3. Contractual Risk Management Identifying and classifying risksLimitation of liability and indemnitiesForce majeure and termination clauses

Day 3: Contract Drafting and Analysis

1. Drafting Effective Contract Clauses Clarity, consistency, and enforceabilityPayment terms, milestones, and penaltiesWarranties, representations, and SLAs
2. Reviewing and Interpreting Contracts Redlining techniques and legal reviewsCross-functional contract review processesCommon red flags in complex agreements
3. Use of Technology in Contract Management Contract lifecycle management (CLM) toolsDigital signatures and e-procurement integrationAI and automation trends in contracting

Day 4: Negotiation and Performance**Training Language:**

English

Training Methodology:

The course combines various teaching methods, including instructor-led presentations, group discussions, case study analyses, and assessments through quizzes and a final exam to engage participants and ensure they understand and retain the material.

Venue | Date | Fees

Dubai | 24-11-2025 | 25,875 SAR

1. Advanced Contract Negotiation Techniques Preparing for strategic negotiationsBATNA, ZOPA, and negotiation psychologyCultural and cross-border considerations
2. Vendor and Stakeholder Management Communication strategies for contract executionBuilding accountability and collaborationManaging performance through KPIs
3. Change Control and Amendments Managing scope changesAmendment protocols and documentationAuditing and approvals

Day 5: Disputes, Termination, and Closure

1. Dispute Resolution and Conflict Management Mediation, arbitration, and litigationEarly warning signs and intervention strategiesSettlement agreements and documentation
2. Contract Termination and Close-Out Grounds for contract terminationExit strategies and transition planningLessons learned and knowledge capture
3. Final Assessment and Course Wrap-Up Review of key takeawaysGroup discussion and case study analysisFinal quiz and participant feedback

Who Should Attend:

- Contract Managers
- Procurement and Commercial Professionals
- Legal and Compliance Officers
- Project Managers involved in contract execution
- Vendor and Supplier Relationship Managers