

**Course Overview:**

This advanced course provides an in-depth exploration of contracts management, tailored for professionals seeking to excel in complex contractual environments. It equips participants with expert-level knowledge in contract administration, negotiation, compliance, legal frameworks, and performance management. Ideal for senior professionals, the course enhances strategic oversight and operational execution of contracts in high-stakes settings.

**Course Objective:**

- Develop expertise in advanced contract lifecycle and administration techniques
- Apply strategic negotiation and conflict resolution skills
- Implement risk mitigation and ethical compliance in contract execution
- Manage contractor performance through effective metrics and improvement strategies
- Integrate digital tools and data analytics in contract management processes

**Course Outline:**

1. Advanced Contract Administration
  - Contract Lifecycle Management
  - Techniques for Efficient Administration
  - Enhancing Contract Management Effectiveness
2. Strategic Contract Negotiation
  - Negotiation Strategies and Tactics
  - Power Dynamics in Negotiation
  - Achieving Mutually Beneficial Outcomes
3. Legal Aspects of Contract Management
  - Fundamentals of Contract Law
  - Understanding Legal Rights and Obligations
  - Managing Disputes and Litigation
4. Compliance and Ethical Practices
  - Navigating Regulatory Frameworks
  - Upholding Ethical Standards in Contracting
  - Handling Ethical Dilemmas
5. Risk Management in Contracting
  - Identifying and Assessing Risks
  - Risk Mitigation and Control Measures
  - Contractual Risk Allocation Strategies
6. Contract Performance Management
  - Establishing KPIs and Metrics
  - Monitoring Contractor Performance
  - Driving Continuous Improvement
7. Technological Advancements in Contract Management
  - Digital Tools and Platforms
  - Using Data Analytics for Insights
  - Exploring Innovative Management Solutions
8. Case Studies and Practical Applications

**Training Language:**

EN

**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**

Riyadh | 20-07-2025 | 17,250 SAR

- Analyzing Real-World Challenges
- Applying Best Practice Solutions
- Reflective Learning from Industry Cases

### Who Should Attend:

- Senior Contract Managers
- Legal Professionals in Contracting
- Procurement and Supply Chain Managers
- Project Managers involved in Contracting