



# ADVANCED CONTRACTS MANAGEMENT



## COURSE OVERVIEW

This training course is designed for professionals seeking to deepen their expertise in managing complex contracts across various industries. As contracts become more intricate and vital to organizational success, a strategic approach to contract management is essential. This course builds upon foundational knowledge to address advanced principles in contract design, risk management, performance evaluation, legal compliance, negotiation, dispute resolution, and lifecycle management. Through practical case studies, workshops, and real-world scenarios, participants will develop the competencies necessary to lead contract strategies, ensure alignment with organizational goals, and maximize value while minimizing risk.

## DATES, VENUES AND FEES



02 – 06 November 2025 - Dubai

(5 Days)

Fees

US\$ 4500

**Note:** Fee is per participant + 5% VAT (if applicable).  
Groups from the same company can enjoy a **discounted** price.

## WHO SHOULD ATTEND?

This course is appropriate for a wide range of professionals but not limited to:

- Contract Managers and Administrators
- Procurement and Supply Chain Managers
- Legal and Commercial Managers
- Project and Program Managers
- Engineers and Technical Managers involved in contract execution
- Business Development and Finance Professionals involved in contractual matters
- Anyone moving into a senior contracting role requiring advanced skills

## CONTACT US NOW

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## ACCREDITATION



**This training course is certified by CPD.**

The CPD Certification Service is the leading independent CPD accreditation institution operating across industry sectors to complement the Continuing Professional Development policies of professional institutes and academic bodies. The CPD Certification Service provides support, advice, and recognised independent CPD accreditation compatible with global CPD principles. CPD is the term used to describe the learning activities professionals engage in to develop and enhance their abilities and keep skills and knowledge up to date. CPD Units are only awarded to programmes after each programme is scrutinised to ensure integrity and quality according to CPD standards and benchmarks.

## COURSE CERTIFICATE

**MSTC** certificate will be issued to all attendees completing a minimum of 80% of the total tuition hours of the course.

**CPD** internationally recognized certificate will be issued for all participants who will meet the course requirements. CPD certificates will be issued within a month of the successful completion of the course.

## TRAINING METHODOLOGY

- Expert-led sessions with dynamic visual aids
- Comprehensive course manual to support practical application and reinforcement
- Interactive discussions addressing participants' real-world projects and challenges
- Insightful case studies and proven best practices to enhance learning

## LEARNING OBJECTIVES

By the end of this course, participants should be able to:

- Understand and apply advanced principles in drafting, negotiating, and managing high-value and complex contracts.
- Identify and mitigate risks through strategic clause development and performance-based contracting.
- Manage the full contract lifecycle effectively—from pre-award to closeout.
- Lead advanced contract negotiations and implement commercial strategies aligned with corporate goals.
- Resolve disputes efficiently using best practices in conflict resolution and contract law.
- Apply contract analytics and use technology to enhance performance tracking and compliance.

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## COURSE OUTLINE

### DAY 1

#### **Strategic Contracting and Risk Allocation**

- Pre test
- The role of contracts in achieving business objectives
- Aligning contract strategy with organizational goals
- Types of complex contracts (e.g., PPPs, turnkey, performance-based)
- Advanced risk identification and allocation
- Designing risk-mitigation clauses
- Case Study

### DAY 2

#### **Advanced Drafting and Structuring Techniques**

- Key elements of well-drafted contracts
- Best practices in scope, deliverables, KPIs, and payment terms
- Handling liabilities, indemnities, and warranties
- Creating flexible contracts to accommodate change
- Flow-down and back-to-back agreements
- Workshop

### DAY 3

#### **Negotiation Strategies and Contract Performance Management**

- Advanced negotiation frameworks and techniques
- Managing stakeholder expectations
- Integrating negotiation outcomes into formal agreements
- Contract performance monitoring tools and KPIs
- Managing amendments, variations, and change orders
- Role-play

### DAY 4

#### **Legal Considerations, Compliance, and Dispute Management**

- Legal principles governing contracts (international and domestic)
- Compliance with regulatory and ethical standards
- Managing confidentiality, IP rights, and data protection
- Dispute prevention mechanisms (early warnings, mediation, arbitration)
- Contract termination and enforcement
- Case Study

### DAY 5

#### **Contract Lifecycle Management and Digital Tools**

- End-to-end contract lifecycle phases
- Contract close-out, renewal, and lessons learned
- Introduction to Contract Lifecycle Management (CLM) software
- Digital contracting: e-signatures, AI-based review, smart contracts
- Final Project
- Course review and Q&A
- Post test

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