From Drafting to Negotiation: A Course in Contract Management

23 - 27 Dec 2024
Vienna

AGILE LEADERS
Training Center

From Drafting to Negotiation: A Course in Contract Management

Ref.: 36085_243728 **Date:** 23 - 27 Dec 2024 **Location:** Vienna **Fees:** 4900 **Euro**

Course Overview:

In an increasingly competitive world, mastering 'THE ART OF SUCCESSFUL CONTRACT MANAGEMENT' is vital. This contract management training course delivers a comprehensive learning experience focusing on vital aspects such as contract negotiation, risk management, and procurement. It sheds light on 'what is contract management' and its pertinence in business success. This training contract bridges knowledge gaps, allowing professionals to enhance their contract drafting skills while providing smart contract developer course components. Participants will have a chance to learn about service contract administration, risk management contract strategies, and the complex dynamics of commercial contracts. Our course also equips participants with contract manager certification-level knowledge and competence.

Target Audience:

Course is designed for:

- Contract Managers aiming to broaden their skillset in contract risk management training
- Legal Professionals seeking training contract management strategies and contract drafting course content
- Procurement Officers looking for procurement and contract management training
- Business Professionals interested in contract management training courses
- IT Professionals intrigued by the smart contract developer course

Targeted Organizational Departments:

The course will benefit the following departments:

- Legal: to enhance skills in legal contract training courses
- Procurement: providing procurement and contract management training
- IT: offering insight into smart contract development
- Management: providing training contract management, service contract management
- Finance: for understanding risk management contract dynamics

Targeted Industries:

Course would be beneficial for the following industries:

- Legal: Enhancing legal contract training courses expertise

- Technology: Providing a basic smart contract developer course
- Manufacturing: Offering contract management training courses to streamline procurement
- Financial Services: Understanding risk management contract procedures
- Construction: Exploring commercial contract dynamics

Course Offerings:

By the end of this course participants will:

- Understand 'what is contract management'
- Be equipped with contract manager certification level knowledge
- Have explored contract drafting certificate course content
- Be proficient in commercial contract negotiations
- Have honed skills in service contract administration

Training Methodology:

Our training methodology for 'THE ART OF SUCCESSFUL CONTRACT MANAGEMENT' employs a diverse array of teaching tools. Interactive sessions make contract management course content accessible, while group work fosters collaboration and enhances learning outcomes. Real-world case studies offer tangible applications of contract risk management training, and feedback sessions provide opportunities for growth and improvement. Our unique approach to training contract management ensures comprehensive learning and skill development.

Course Toolbox:

Participants will receive:

- A comprehensive workbook covering the course in contract management
- Contract drafting course templates
- Service contract management checklists
- Access to premium online resources for legal contract training courses

Course Agenda:

Day 1: Understanding Contract Management

• Topic 1: Introduction to the 'Art of Successful Contract Management':

• Topic 2: Refresher: Sourcing & Contract Management Process: Contract management as part of

the Procurement Cycle.

• Topic 3: Contract Management Basics: Bridging the Disappointment Gap and Objectives of contract management.

• Reflection & Review: Reflecting on the importance of contract management and understanding the training contract.

Day 2: Diving Deep into Contract Management

• Topic 1: Contract Law: The importance of written v oral contracts, privity, and estoppel.

• Topic 2: Contract Implementation: The role of a Contract Management Plan and key steps in contract implementation.

• Topic 3: Creating Win/Win Relationships: Understand the characteristics of typical relationships and how to create win/win situations.

• Reflection & Review: Review the elements of contract drafting course and understanding of commercial contract details.

Day 3: Building Better Relationships & Managing Performance

• Topic 1: Communication Management: Exploring the influencers on effective communication and communication planning.

• Topic 2: Performance Management: Why we measure performance and understanding performance management concepts.

• Topic 3: Incentive Regimes: Unpacking Gainshare / Painshare and Payment for deliverables.

• Reflection & Review: Reflecting on the performance management concepts and understanding the service contract administration.

Day 4: Risk Management and Contract Variations

• Topic 1: Managing Risk: What is risk and how do we manage it? A dive into contract risk management training.

• Topic 2: Contract Risk Management: Prioritizing efforts and typical risk associated with contract management.

• Topic 3: Contract Variations: Understanding what a variation is and how to reduce variations.

• Reflection & Review: Reflecting on the principles of risk management contract and understanding the contract negotiation process.

Day 5: Resolving Disputes & Contract Renewal

• Topic 1: Resolving Disputes: Techniques to resolve minor and major issues.

• Topic 2: Contract Renewal and Close-Out: How to make decisions to extend / close-out?

• Topic 3: Conclusion, Reflection and Commitment to Action: Ten Golden Rules for contract manager certification.

• Reflection & Review: Reflecting on the course in contract management and planning for successful contract management.

How This Course is Different from Other Contract Management Courses:

Unlike other contract management training courses, 'THE ART OF SUCCESSFUL CONTRACT MANAGEMENT' provides a broad perspective, encompassing the commercial, legal, technological, and administrative facets of contract management. Our course is not just a simple training contract but a comprehensive learning experience that includes components of a smart contract developer course and a contract drafting certificate course. It allows participants to explore 'what is contract management' from all angles, ensuring they leave with a well-rounded skill set that sets them apart in their respective fields.

WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.

AGILE LEADERS
Training Center

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Gamified and
Interactive Training

We understand that training delivery can be challenging, both online and offline. To ensure engagement and achieve learning objectives, we have developed our own activities and collaborated with industry-leading solutions to gamify our training sessions. This approach increases interaction levels and guarantees effective learning outcomes.

Our Training
Cate gories

We cover a wide range of training categories to cater to different needs and interests

Branding, Marketing, Customer Relations, & Sales Programs
Finance and Accounting Programs
Human Resources Management Programs
Management & Leadership Programs

Political & Public Relations Programs
Project Management Programs
Quality & Process Management
Self-Development Programs

Join Agile Leaders today and embark on a transformative journey towards becoming a more agile and effective leader. Experience our customer-centric approach, actionable training, and guaranteed return on investment. Let us help you unleash your full potential in the dynamic business landscape.

Where to
Find Us

You can join our training programs at our centers located in

We also offer online training sessions through the Zoom platform.

Malaysia	Morocco	Spain	France	UK	Italy	Egypt	Turkey	Georgia	Azerbaijan	UAE
Kuala Lumpur	Casablanca	Barcelona	Paris	London	Rome	Cairo Sharm El-Sheikh	Istanbul	Tbilisi	Baku	Dubai

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