

From Drafting to Negotiation: An Advanced Course in Contract Management (2 Weeks)

4 – 15 October 2027
Seoul

AGILE LEADERS
Training Center

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Overview

Sound commercial agreements form the backbone of sustainable business partnerships, financial stability, and operational risk mitigation. This two-week programme in contract management equips professionals with the core disciplines required to structure, draft, negotiate, and administer agreements with precision. Participants examine statutory fundamentals, commercial contract drafting protocols, risk allocation frameworks, and evidence-based bargaining methods. The curriculum spans post-award administration, compliance monitoring, dispute mitigation, and emerging automated workflows. Practical exercises and simulated negotiations enable delegates to transform legal and commercial requirements into enforceable contract architecture. This course is delivered by Agile Leaders Training Center.

Who Should Attend

- Contract administrators and managers seeking to deepen their drafting precision and bargaining capabilities.
- Legal counsel and commercial advisors guiding contract risk allocation and dispute containment.
- Procurement specialists and purchasing officers responsible for vendor selection and commercial terms.
- Commercial project managers monitoring milestone delivery, service level agreements, and variation orders.
- Finance and commercial directors evaluating liability exposure, payment milestones, and indemnities.

Departments and Industries

This training supports cross-functional teams tasked with negotiating high-value agreements and managing operational contracts across diverse sectors.

- Legal, Procurement, and Commercial Operations teams in Manufacturing and Supply Chain
- Commercial Management and Sourcing Units in Information Technology and Telecommunications
- Contract Administration and Subcontract Management Groups in Construction and Infrastructure
- Finance, Audit, and Regulatory Compliance Divisions in Banking and Financial Services
- Purchasing, Tendering, and Governance Offices across Energy and Utility Services

Learning Objectives

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

- Apply clear commercial contract drafting standards to construct balanced and enforceable agreements.
- Deploy strategic negotiation frameworks to secure favourable terms while preserving commercial relationships.
- Implement structured contract risk management protocols to mitigate default, liability, and performance exposures.
- Navigate contract lifecycle management processes from requirement definition through to closeout and renewal.
- Execute contract dispute resolution protocols including mediation, arbitration, and escalation hierarchies.
- Establish disciplined contract compliance management systems to safeguard regulatory and reporting standards.

Course Agenda

Day 1: Foundations of Contract Management

- Principles of contract lifecycle management across pre-award, negotiation, and administration stages
- Core elements of contract formation, enforceability, and legal obligation
- Structuring risk allocation frameworks across commercial counterparties
- Procurement integration and alignment with organizational commercial objectives
- Identifying baseline legal risks and ambiguous terminology in draft agreements
- Analysis of commercial contracting failures and preventative safeguards

Day 2: Contract Drafting Techniques and Best Practices

- Drafting clear operative language, definitions, covenants, and conditions precedent
- Structuring key commercial clauses: warranties, representations, and limitation of liability
- Allocating indemnity burdens, insurance requirements, and liquidated damages
- Regulatory alignment and compliance mandates within commercial agreements
- Drafting termination triggers, suspension mechanisms, and force majeure language
- Emerging smart contract mechanisms and automated verification workflows

Day 3: Negotiation Strategies for Commercial Agreements

- Preparation protocols: identifying bargaining positions, trade-offs, and fallback positions
- Persuasion psychology and tactical questioning during competitive commercial negotiations
- Overcoming impasses through creative variable structuring and commercial trade-offs
- Managing multi-party and cross-border commercial negotiation dynamics
- Ethical boundaries and managing aggressive counterpart tactics
- Simulation exercise: negotiating risk allocation under constrained project timelines

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Day 4: Managing Risk, Performance, and Contract Disputes

- Identifying contractual risk factors: scope volatility, cost escalation, and counterparty failure
- Service level agreements SLAs, key performance indicators KPIs, and milestone monitoring
- Managing formal variation processes, scope change controls, and adjustment notices
- Assessing breach severity: material breaches, anticipatory defaults, and cure periods
- Legal remedies: termination for cause, termination for convenience, and quantum claims
- Case exercise: structuring variation protocols to prevent dispute escalation

Day 5: Corporate Governance and High-Value Contracting

- Designing robust governance models for high-value and complex enterprise agreements
- Managing delegated authority levels and cross-departmental approval workflows
- Strategic supplier relationship management and collaborative contracting structures
- Drafting public sector and enterprise-level compliance clauses
- Contract handover protocols: transitioning from negotiation teams to operational managers
- Review workshop: assessing risk registers for major commercial contracts

Day 6: Financial Structures and Liability Management

- Financial clause drafting: indexation, currency adjustment, and advance payment protections
- Structuring milestone payment triggers, milestone retention, and letters of credit
- Cost containment protocols: audit rights, open-book accounting, and gain-share models
- Evaluating indirect, consequential, and punitive damage exposure
- Financial risk evaluation and lessons learned from commercial default scenarios
- Workshop: calculating financial exposure and capping aggregate liability limits

Day 7: Procurement Contracts and Supplier Performance

- Aligning commercial drafting with competitive tender and evaluation criteria
- Structuring service level agreements with balanced penalty and bonus mechanisms
- Ethical sourcing standards and modern supplier compliance requirements
- Monitoring sub-tier supplier obligations and pass-through warranty terms
- Managing operational defaults and supplier turnaround protocols
- Scenario review: resolving supplier delivery failure without terminating the agreement

Day 8: Contract Compliance and Governance Audits

- Designing contract compliance management matrices across technical and statutory standards
- Drafting data protection, intellectual property, and trade secret covenants
- Conducting internal and third-party contract performance audits
- Governance standards across public procurement and regulated utilities
- Managing non-compliance notices, rectify schedules, and audit findings
- Practical exercise: building an operational compliance checklist for enterprise agreements

Day 9: Dispute Resolution and Breach Remedies

- Classifying dispute triggers: specification creep, cost overruns, and interpretation conflicts
- Structuring multi-tiered dispute escalation clauses: executive negotiation, mediation, and conciliation
- Arbitration frameworks: forum selection, governing law, and enforceability under international rules
- Litigation risk assessments: determining when court enforcement is justified
- Evidence gathering, correspondence tracking, and privilege preservation during disputes
- Dispute simulation: resolving high-stakes warranty and indemnity claims

Day 10: Contract Execution, Renewal, and Digital Workflows

- Post-negotiation sealing, execution protocols, and electronic signature validity
- Change management and stakeholder onboarding for agreement implementation
- Tracking renewal windows, auto-extension triggers, and planned exit transitions
- Measuring lifecycle contract success using governance dashboards and audit metrics
- Digital transformation in contracting: repository management and automated lifecycle alerts
- Action planning: building a professional contract management governance roadmap

Course Toolbox

- Standard clause library templates covering indemnities, warranties, and force majeure provisions
- Contract risk assessment matrices and risk allocation scoring sheets
- Contract compliance management checklists for post-award execution audits
- Service level agreement SLA drafting guidelines and penalty-bonus calculation models

FAQs

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

There are no formal prerequisites for this course. A working knowledge of procurement workflows, legal terminology, or organizational purchasing processes will assist participants in maximizing the practical exercises.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day involves approximately five hours of structured interactive learning, discussions, and drafting workshops, providing approximately fifty total instruction hours across the two-week schedule.

What are the most common challenges in contract negotiation and how does this course address them?

A primary challenge in negotiation is balancing risk allocation while protecting commercial viability and legal enforceability. The course addresses this through structured scenario simulations, variable trade-off methodologies, and objective clause drafting exercises that resolve conflicting priorities.

Conclusion

Organizations rely on clear contractual frameworks to protect assets and deliver commercial outcomes. Through systematic study of drafting mechanics, tactical negotiation, and post-award governance, this programme equips professionals to safeguard organizational interests, avoid disputes, and direct contracts from formation to successful closeout.