



Certified (CICCM) Exam Preparation Training Course

07 - 11 Jun 2027
Muscat

Certified (CICCM) Exam Preparation Training Course

Ref.: 36326_72303 **Date:** 07 - 11 Jun 2027 **Location:** Muscat **Fees:** 5700 **Euro**

Course Overview:

The course is designed for professionals who want to excel in international contract management. This course prepares participants for the CICCM Certification Program by covering a wide range of topics, including skills development in contracts management, international contracts management, and strategic supplier contract management. With the evolution of global supply chains, managing commercial contracts with strategic suppliers has become crucial. This course equips participants with the necessary skills for purchasing and supply chain contracts, contract administration, and the legal aspects of international contracts. Participants will develop expertise in risk management, negotiation techniques, and commercial contracts administration, ensuring they meet the rigorous standards required for CICCM certification. Through complete training, participants will confidently approach the CICCM exam and enhance their careers in contract management.

Target Audience:

- Purchasing Managers
- Supply Chain Professionals
- Contract Administrators
- Procurement Specialists
- Legal Advisors in Contract Management
- Project Managers involved in Contract Negotiations

Targeted Organizational Departments:

- Procurement and Supply Chain Departments
- Legal and Compliance Teams
- Contract Administration and Management Units
- Project Management Offices PMOs

Targeted Industries:

- Manufacturing
- Energy and Utilities
- Information Technology
- Government and Public Sector
- Healthcare and Pharmaceuticals
- Finance and Insurance



Course Offerings:

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

- Master the principles of contract management.
- Understand and apply international commercial contracts body of knowledge.
- Execute strategic supplier contract management.
- Enhance skills in sourcing and evaluation in commercial contracts.
- Manage contract pricing principles and contract negotiations.

Training Methodology:

The course uses various interactive learning methods, including case studies, real-world scenarios, group discussions, and role-playing exercises. Participants will develop their contract management skills through practical workshops covering procurement and contract management essentials. Feedback sessions will help participants track their learning progress and get guidance for the CICCMM certification exam.

Course Toolbox:

- Contract Management Body of Knowledge CMBOK® Seventh Edition
- complete workbooks and reading materials on contracts administration
- Checklists for international contract management and contract negotiation skills
- Templates for contracts management professional designation documentation

Course Agenda:

Day 1: Introduction to International Commercial Contracts Management

- **Topic 1:** Overview of the Purchasing and Supply Management Profession
- **Topic 2:** Transitioning from Purchase Orders to Complete Contracts
- **Topic 3:** Contract Planning and Initiation
- **Topic 4:** Description of Requirements and Cost-Benefit Analysis
- **Topic 5:** Sourcing Options and Market Research
- **Topic 6:** RFI Solicitation and Evaluation Criteria
- **Reflection & Review:** Reflection on contract planning processes and preparation



Day 2: Bid and Development Phases

- **Topic 1:** Procurement Bid Process and Rules
- **Topic 2:** Influence of Laws on the Bid Process
- **Topic 3:** Cost Identification and Applying Evaluation Criteria
- **Topic 4:** RFP Preparation, Content, and Management
- **Topic 5:** Contract Pricing Principles and Bid Evaluation
- **Topic 6:** Commercial Contract Types and Overview
- **Reflection & Review:** Reflection on bid process and development strategies

Day 3: Contract Negotiation and Terms Development

- **Topic 1:** Negotiation Overview and Objectives
- **Topic 2:** Negotiation Styles, Strategies, and Techniques
- **Topic 3:** Tactics, Tricks, and Lessons Learned in Negotiation
- **Topic 4:** Contract Terms and Conditions Overview CISG Drafting Guide
- **Topic 5:** Partnerships, Alliances, Distributorships, and Consortia
- **Topic 6:** IT Procurement Contracts and Performance-Based Contracts
- **Reflection & Review:** Reflection on effective negotiation and contract terms

Day 4: Contract Administration and Advanced Topics

- **Topic 1:** Contract Administration Essentials Lecture 1
- **Topic 2:** Contract Administration Essentials Lecture 2
- **Topic 3:** Contract Administration Essentials Lecture 3
- **Topic 4:** Contract Administration Essentials Lecture 4
- **Topic 5:** Electronic Contracting and Risk Management
- **Topic 6:** Outsourcing and International Contracting
- **Reflection & Review:** Reflection on contract administration and risk management

Day 5: Advanced Contract Strategies and Real-World Applications

- **Topic 1:** Advanced Risk Management in International Contracts
- **Topic 2:** Dispute Resolution and Legal Considerations in Global Contracts
- **Topic 3:** Strategic Supplier Relationship Management
- **Topic 4:** Contract Renewal, Extensions, and Exit Strategies
- **Topic 5:** Case Studies: Successful International Contract Management
- **Topic 6:** Real-World Contract Negotiation Simulations and Feedback
- **Reflection & Review:** Reflection on advanced strategies and real-world applications



How This Course is Different from Other CICCМ Courses:

The course offers a complete, interactive learning experience with a focus on real-world applications. Unlike other programs, this course gives participants access to the Contract Management Body of Knowledge CMBOK® Seventh Edition, ensuring they have the most current resources in contract management certification. With an emphasis on strategic supplier contract management and global contracts management, participants will acquire the skills and knowledge to navigate the complexities of international contracts. Additionally, the course integrates advanced commercial contracts management techniques and includes CICCМ Certification Exam Prep, preparing participants for success in the professional world.

Training Course Categories



Agile PM and Project Management Training Courses



Certified Courses By International Bodies



Communication & Public Relations Training Courses

Communication and Public Relations Training Courses



Data Analytics Training and Data Science Courses



Environment & Sustainability Training Courses



Finance and Accounting Training Courses



Governance, Risk and Compliance Training Courses



HR TRAINING & DEVELOPMENT

Human Resources Training and Development Courses



IT Security Training & IT Training Courses



Leadership and Management Training Courses



PROCUREMENT LEGAL TRAINING CONTRACTING COURSES

Legal Training, Procurement and Contracting Courses



Maintenance Training and Engineering Training Courses

Training Course Categories



Marketing, Customer Relations, and Sales Courses



Occupational Health, Safety and Security Training Courses



Personal & Self-Development Training Courses



Quality and Operations Management Training Courses



Secretarial and Administration Training Courses



Training Cities



Abu Dhabi - UAE



Accra - Ghana



Al Jubail - Saudi Arabia



Amman - Jordan



Amsterdam - Netherlands



Athens - Greece



Baku - Azerbaijan



Bali - Indonesia



Bangkok - Thailand



Barcelona - Spain



Berlin - Germany



Cairo - Egypt



Cape town - South Africa



Casablanca - Morocco



Chicago - USA



Doha - Qatar



Training Cities



Dubai - UAE



Frankfurt - Germany



Geneva - Switzerland



Istanbul - Turkey



Jakarta - Indonesia



Johannesburg - South Africa



Kuala Lumpur - Malaysia



Kuwait - Kuwait



Langkawi - Malaysia



Lisbon - Portugal



London - UK



Madrid - Spain



Manama - Bahrain



Marbella - Spain



Milan - Italy



Montreux - Switzerland



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New York - USA



Nice - France



Paris - France



Phuket - Thailand



Porto - Portugal



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**Zoom - Online
Training**